

Physical Training for Business Men



H. Irving Hancock

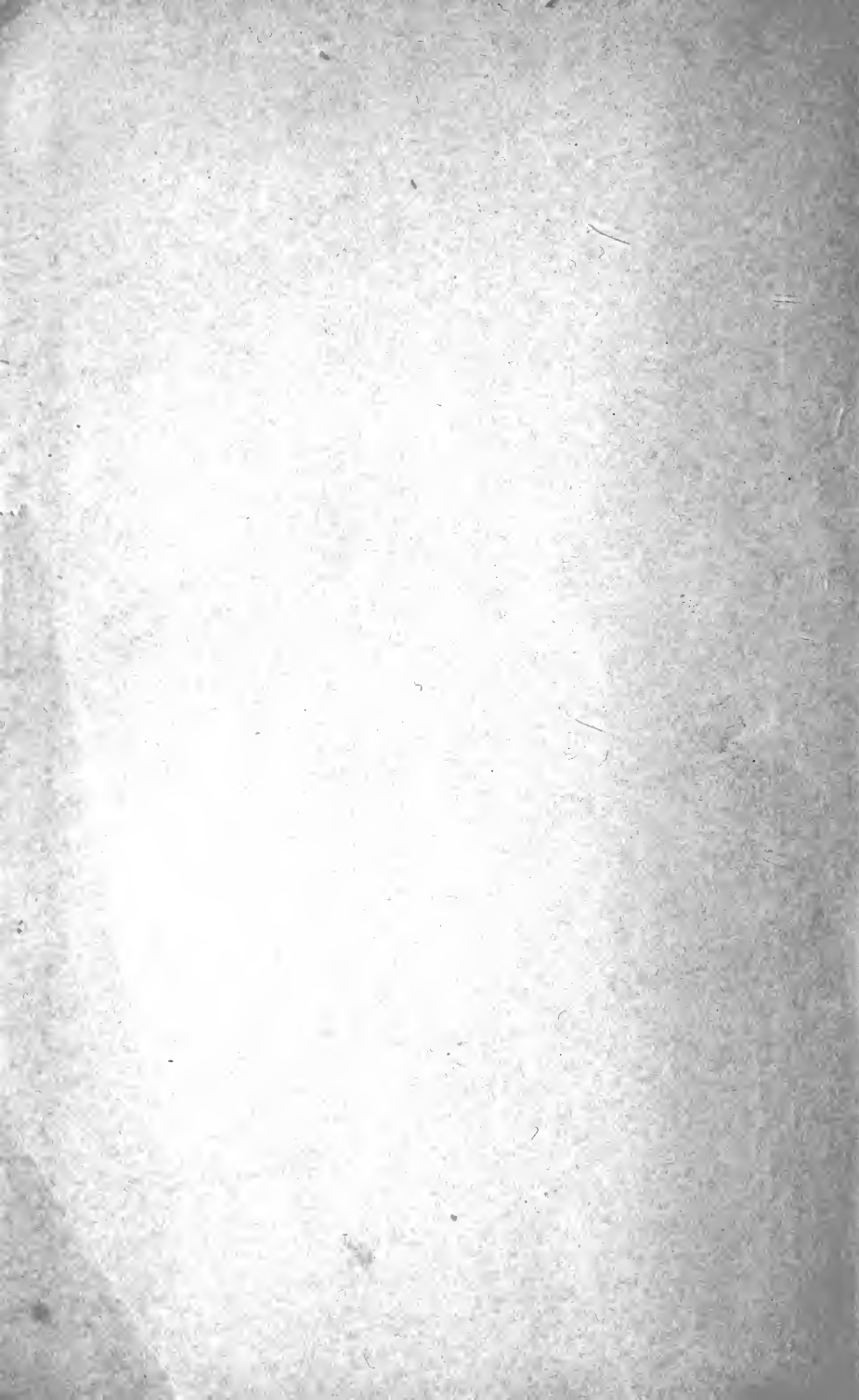


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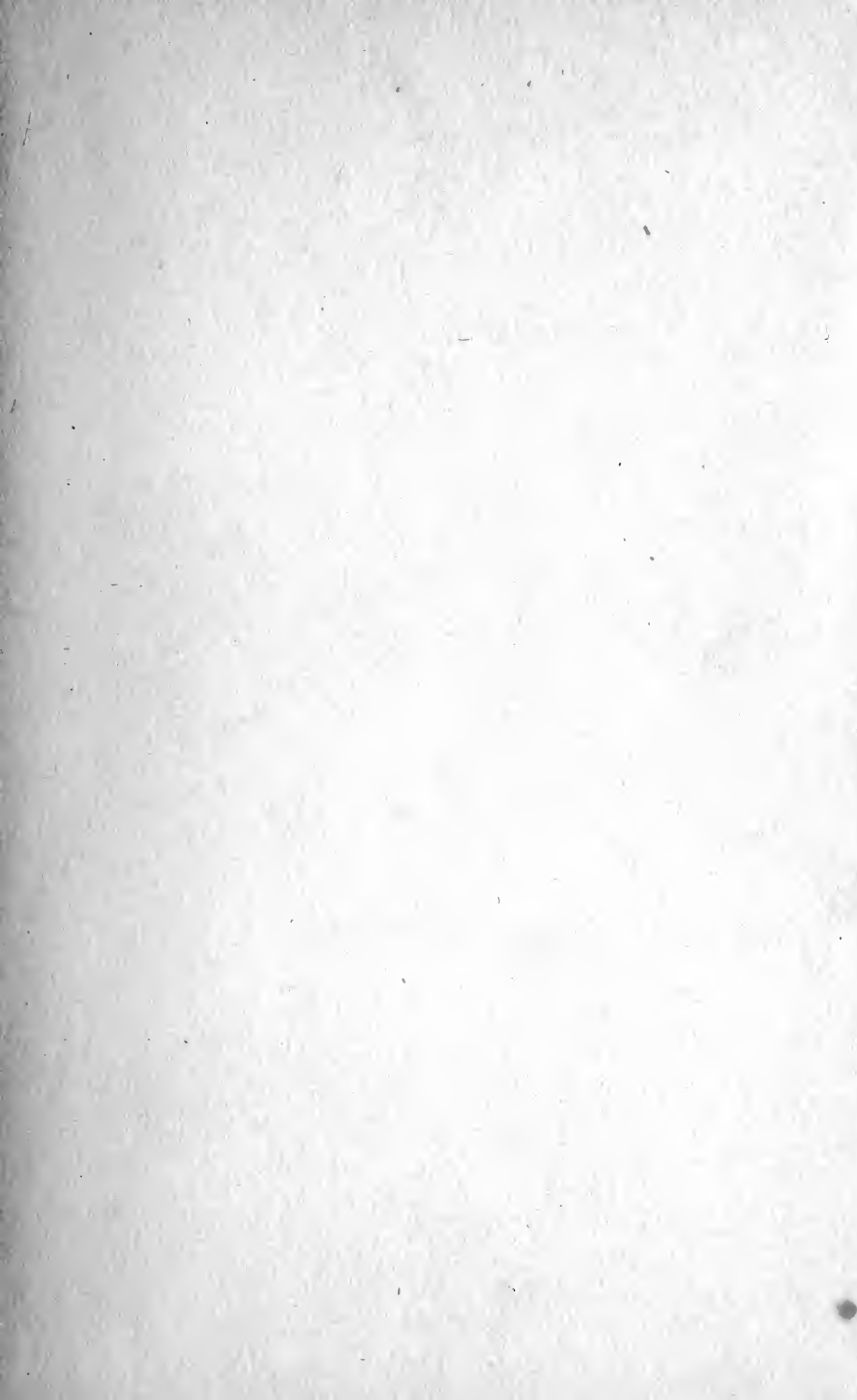
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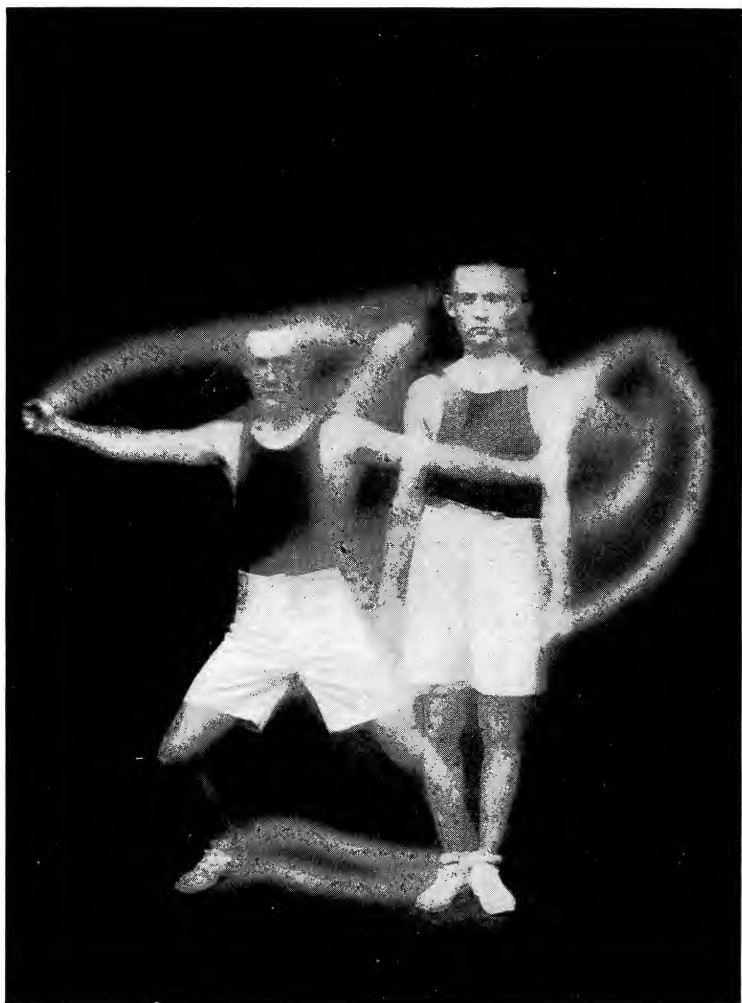
The Physical-Culture Life

Physical Training for Women

Jiu-Jitsu Combat Tricks

Life at West Point

Physical Training for Business Men



LUNGE TO SIDEWARD.

Physical Training for Business Men

Basic Rules and Simple Exercises for
Gaining Assured Control of
the Physical Self

By

H. Irving Hancock

Author of "Japanese Physical Training," "Japanese
Physical Training for Women," "Japanese Physical
Training for Children," "Jiu-jitsu Combat
Tricks," "The Complete Kano Jui-jitsu,"
"The Physical Culture Life," "Life
at West Point," etc.

Illustrations from Twenty-four Photographs by

A. B. Phelan



G. P. Putnam's Sons
New York and London
The Knickerbocker Press

1917

GV341
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Price \$1.75 net

The Knickerbocker Press, New York

OCT -9 1917

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FOREWORD

WHILE the text of this book strikes a new trail, and presents a new field of endeavour in physical exercise that leads to masculine poise and success in life, it is not claimed that there is in the exercises themselves much of novelty. A few of these exercises are derived from the author's training experiences, but most of them have been frankly chosen from among the hundreds of splendid exercises that are taught to the soldiers of our Regular Army as setting up drills and as more advanced physical work.

It is the selection of these, and their adaptation to the problem in hands, that has constituted the author's pleasant task. Only such moderate and simple movements as can be readily learned and carried out in a few minutes in the morning or evening, or at both times, have been admitted to these

pages. There is nothing of complexity in this adapted system, nothing that will cause aching muscles, yet the following of the suggestions herein set forth will, in a very short time, make an outwardly changed man of the student. Thereafter he will carry himself with ease, poise, alertness—power. To the business man, interviewing other business men, this new force that springs from correct carriage and wide-awake, impressive appearance will be peculiarly valuable. The value of such improvement, however, will be apparent in every man who walks, talks, and meets others. In correct bearing and outward signs of power the man possessing them has immense superiority over the one lacking them.

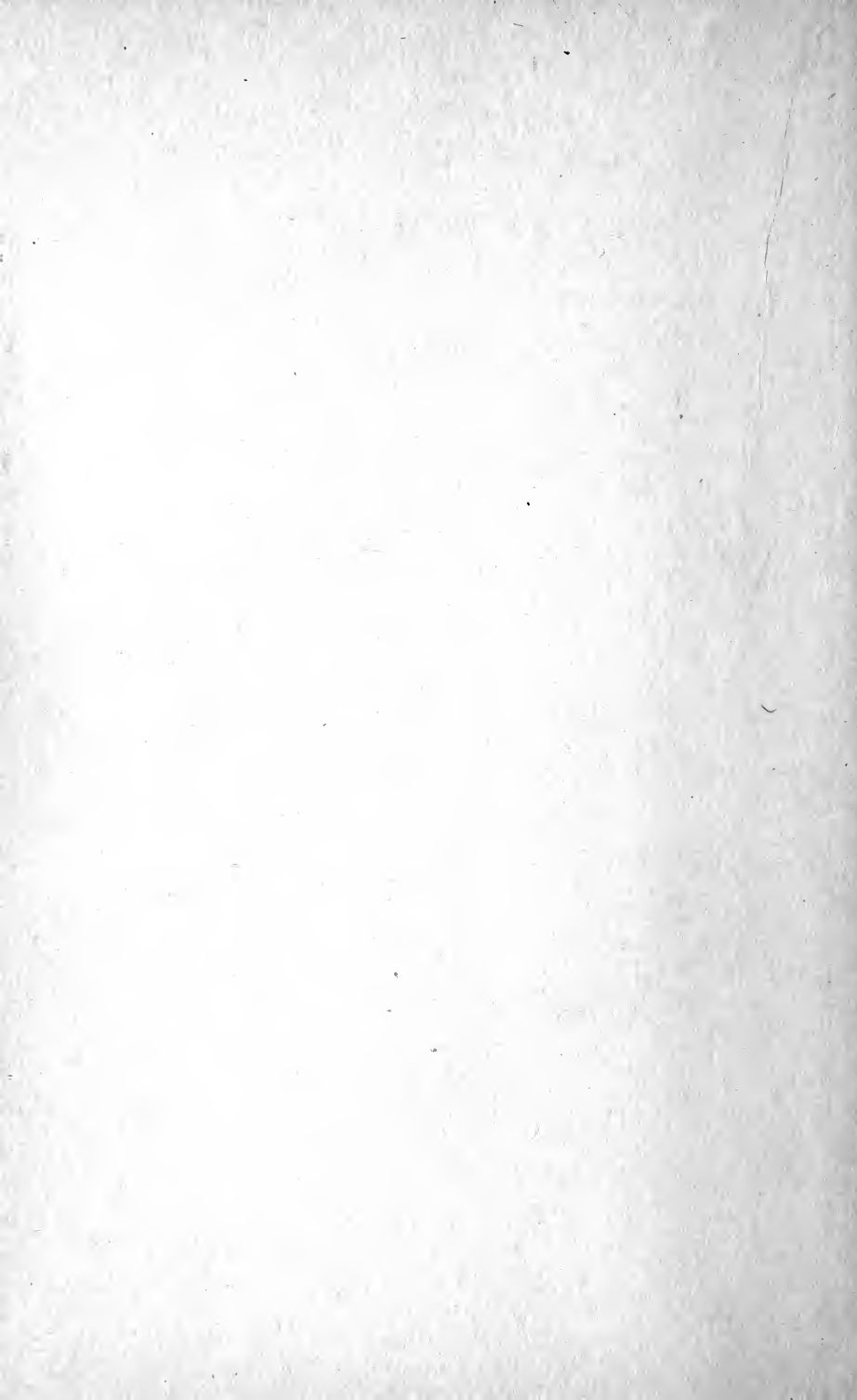
Slovenly attitude is nearly as fatal to success in life as mental sloth can be. An alert mind in an alert, well borne, and correctly poised body should be the masculine ideal among success-seekers. The chapters of this little volume were written in the effort to take care of the physical aspects of that

desirable combination in the pleasing presentation of one's personality to the beholder.

A good example is bound to be convincing. Therefore the model chosen to appear in the accompanying photographic illustrations is one of the best qualified in physical appearance among the younger men of the Army of today. He has posed with great attention to the duty of making every movement plain to the beholder.

A word must be said concerning Mr. Phelan's rather amazing photographic record of the model's performances. These photographs represent the nearest approach possible to a moving picture on a single plate. The method of making these unique examples of camera work is Mr. Phelan's own invention now first set before readers. The photographs illustrate the text with the utmost clearness.

THE AUTHOR.



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**Physical Training for Business
Men**



PHYSICAL TRAINING FOR BUSINESS MEN

CHAPTER I

THE ERROR OF PHYSICAL SLOVENLINESS

HAT in hand, with a cheery, not too effusive smile, the young man walked into the office of a manufacturer in one of our smaller cities.

“Good-morning, Mr. Vance,” began the caller. “I have called in answer to your telephoned request. You wish me to give estimates, I understand, through a part of your plant.”

“Yes; won’t you draw up that chair and sit down?” invited the manufacturer.

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“No, thank you, sir. I believe that the American business man carries on his business best while on his feet.”

Nodding, the manufacturer turned to a side table, then wheeled back, setting down several sheets of blue prints and figures. These the electrical contractor picked up and scanned one after the other, jotting down memoranda in a notebook. The conversation could not be made brief. There were many points to explain. Twenty minutes passed, the manufacturer, for some reason, and against his own efforts to the contrary, becoming irritable. At last he touched a desk button, saying:

“That is all the blue prints and I can tell you. Mr. Hicks will show you through the departments in question for any further information you may wish. Will you mail me your estimates?”

Half an hour later the manufacturer sent for another contractor. The second young man arrived, accepted a seat, was shown a duplicate set of prints and figures, and

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listened, asking only necessary questions. Presently he, too, was taken in tow by Hicks.

The second caller received the contract. His figures were about the same as those submitted by the first man. There was no surface reason why the contractor who had been favoured with the first chance to offer a bid should not have had the award. The manufacturer, however, gave fully, a day or two later, his reasons for preferring to do business with the second man.

"I like to do business with an equal," explained Mr. Vance. "That is not snobbery. A clerk, while lacking my experience and presumable judgment, can be my equal in other respects. Some of my young men are. When Hudson came here and insisted on remaining standing, I did not object to that. I knew that the talk would be a long one, but he had as much right to his preference as I to mine. It was *the way* he stood that afflicted my nerves. He shifted from one foot to the other; he slouched and slumped; almost from the first he suggested

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discomfort and writhing. While attempting to talk on a matter of serious business I found my attention constantly diverted to his symptoms of physical unrest. The symptoms became more pronounced, and my attention was more and more shifted from what I wanted to say. Finally I was obliged to summon Mr. Hicks as a measure of sheer relief. That Hudson chap was fast taking away from me the power to think, to transact business.

“The second man, Codman, was refreshingly different. He came into my office quietly. He bore himself so well that the first glimpse of him was reassuring. At a glance I knew that he would not distract my thoughts from the business in hand. He greeted me quietly, and stood a few feet away, his bearing dignified, his poise perfect. He was physically, mentally at ease; the impression that he made was one of power and equality.

“At my invitation Mr. Codman took a seat, and his appearance on a chair was no

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less pleasing. He neither lolled nor sat stiffly. As it was plainly my first shot he waited attentively for me to begin the conversation. He examined the prints and figures attentively, made his notes, and asked many questions. Not once did he cause my attention to wander in the least from our subject. Finally he asked more questions, and, looking at him, it was a pleasure to answer. Then he went away with Mr. Hicks.

“Afterwards, when I received the estimates from both men, Codman’s personality continued to impress me. I was certain to have to meet the successful bidder several times before the work was finished, and I could not bring myself to like the idea of more conversations with Hudson, so Codman received the contract. In the subsequent meetings with him I enjoyed his physical poise and the feeling of equality.”

Not every business man would explain his impressions as analytically as did the manufacturer, but all men who conduct large affairs will remember many instances in

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which a caller has failed of the success he sought through numerous errors in carriage and bearing. More often the man who fails to be agreeably impressed by his caller realizes only that there was something in the personality of his visitor that failed to create a good business impression.

When a man fails in any business enterprise through a fault or defect that he could have remedied, *he is not only false to himself, but unfaithful to his employer or partner.*

"I'd rather send Johnson out on that deal than go myself," declared one business man smilingly. "*He'll* put it through."

That was fine testimony to the worth of the employee, even though it may have proclaimed the employer himself as deficient. It may be taken as an assured fact that the young man so referred to had not only brains but an alert and well-poised physical bearing.

Many a man of large affairs may be heard to declare that he wants the "clean-cut young college man" in all positions of importance. This is largely because the desired

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young man has attended a college or university where a given amount of gymnasium work was demanded of every candidate for a degree. The gymnasium work, while it did not necessarily create the athlete, did none the less bestow upon the young man the physical bearing that impresses the beholder with the belief that the young man is justly confident and successful.

The athletic figure, while it has its advantages, is not in itself a requisite in successful dealing with others, but proper carriage and bearing are the next essentials after keen mentality. Any shrewd observer will soon be able to pick out examples of men mentally far above the average who are not successful. Further study, in such instances, will usually make it plain that there are defects in carriage and bearing. An athlete does not always exhibit a convincing personality. Despite his strength and endurance he may show many signs of bodily slovenliness.

For men in nearly all the busy walks of life there is a happy halfway station this side

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of athleticism. It is to be found in the training of muscles that do not bulge but which have been trained to a point in suppleness and involuntary "intelligence" that enables them to provide for the body the appearance of physical ease, alertness, grace, and discipline. Such exercises will be set forth in the following pages.

Let the reader study a few cases of bodily bearing that are palpably bad and he will learn how many kinds of defect there are. In the first place, many men walk badly. All such stand badly as well. A shuffling gait, or one that approaches it, is much more common than the unobserving would believe. There is the other extreme of the man who, in order to give the appearance of alertness, adopts a nervous, high-stepping gait that resembles "spring halt." Then there is the man who, to give the impression of walking solidly, causes the floor to shake under him and brings down his heels in such violent concussions as to jar his spine at every step. There is the man who turns his heels over

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and who looks wobbly in consequence. There is the man who rushes, and whose knees gradually acquire a permanent bend; he always seems in danger of toppling as soon as he stops. There is the man who glides along stealthily on the balls of his feet and who generally gives forth an atmosphere of eavesdropping or prowling.

All of these errors of gait can be corrected by careful attention to remedial exercises, nor is it too daring an adventure in psychology to believe it possible that some defects in character can be removed at the same time.

No man's outward appearance can be good and convey the idea of confidence and power so long as the feet are badly used in walking and standing. The muscles of the feet can be trained so that what may, without punning, be termed foundation faults in carriage may be set right in a very short time. With this success, however, not all the faults of bearing are removed. All the way from the ground to the neck are muscles that must be

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taught to work together. A not very numerous lot of exercises may be made to bring about all the desired improvements.

As in walking, standing well involves the proper employment of most of the muscles of the body. The drills illustrated and explained further on are intended not so much for building a powerful frame as for giving the muscles just the proper degree of strength and elasticity to insure correct carriage. The most notable instance that the writer recalls of the effects of muscle building for good carriage was in the case of a child who exhibited such decided spinal curvature that the employment of a brace was advised. Instead, setting up drills were employed; the crooked little spine was in time encased in a brace made up wholly of muscles that were not powerful, but were strong and supple enough to force the spine into correct position and the bad case of curvature disappeared. Many assuredly healthy men, especially those on their feet much of the time, would be astonished at the degree of

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curvature that a physician's measurements of the spine would disclose.

Sitting badly is a fault so common as to be the rule and exceptions are quickly noted. Correct posture on a chair depends mainly upon the back and shoulder muscles. In the case of the man who bears himself well when sitting these muscles are employed unconsciously, but that very unconsciousness comes from the fact that the muscles have had correct instruction in their own tasks. As in the case of standing badly, slovenly postures in the chair are responsible for much of the spinal crookedness that a physician's examination would reveal. Usually these spinal defects are unsuspected by the adult possessor.

Observe, and it will be noted that nearly all men rise from chairs with abrupt jerks. Often a rising man will be seen to bring himself partly erect and at the same time hurl himself a little way forward with a catapulting movement. This way of ending an interview is often believed to denote the

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habit of hustling. Certainly it bespeaks haste, but it also reveals slovenliness of bearing. Rising from a seat should be a gradual, though not affectedly slow, process. The visitor who hurls himself from a chair may display speed, but it will be found, upon investigation, that men who employ this method of leaving do not always accomplish a good deal in a business day. The American love of rushing is responsible for many physical faults that decrease real efficiency.

During the last few years efficiency experts have given a good deal of attention to lost and unnecessary movements, but apparently not much thought has been given to too abrupt movements. Yet the most stupid engineer knows that there is something decidedly wrong with the machine that moves jerkily. Much time will be spent in correcting jerky movements in machinery, and it is worth at least a little time to correct this fault in the handling of the human body. It is not often that anything is gained by men in whirlwind speed; system and order

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in movement are what count for the individual, and also in impressing the beholder with a sense of the observed one's general competency.

Power may be well expressed in some forms of inaction. The motionless crouch of the tiger watching prey does not convey a sense of either weakness or indolence. The beholder knows that the energy is there, lurking latently in the tiger's muscles, and that muscular power will be used to its fullest when the spring is made. So the business visitor, shifting needlessly on his chair, does not impress the beholder with anything save irritation, while the man who sits quietly in full bodily self-possession not only keeps the attention of his *vis-à-vis*, but in most instances transacts his business more rapidly and more successfully.

It will well repay every employer or executive to pay especial heed to the sitting habits of those whom he directs. It is unquestionable that many an essay in business has been damaged or defeated by the slovenly

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sitting of a concern's representative. Let the reader note the effect upon himself of any caller who fidgets and shifts position or posture frequently. Then the lesson will have been driven home and appreciated.

It would be possible to make a long list of defects in bearing and in carriage. The present purpose will be better served, however, by stating that a few minutes a day spent in going through the drills offered in the succeeding pages will eliminate these physical faults without the present possessor necessarily having become aware of them. Systematically and briskly trained muscles, when doing their rightful work, bring about automatic correction of defects in bodily carriage and bearing. There is little value in being aware of the former existence of physical faults that no longer exist.

CHAPTER II

TRAINING THE FEET FOR WALKING AND STANDING

IF it were not such an easy matter to overcome slovenliness of bearing then it would not be possible, in a few weeks, to make such an astonishing change in the appearance of the army recruit. The change is brought about by instruction in the setting up exercises, and not until presentable carriage has been secured in the young man is much attention paid to putting him at more athletic work.

The effort at improvement should begin with the proper training of the muscles of the feet. It is poor muscular power at this important portion of the human anatomy that causes the first slumps in good bearing. As a people we are inclined to flat-footedness in some degree. Any shoemaker can testify

to this fact. True, the condition exists in varying degrees, but it should not be tolerated to any extent whatever. Badly broken down arches are much too common, but in most men the arches are only partly damaged, and all such may be built up into full power and endurance.

How many who have not had exact gymnasium instruction have ever given any thought to building up the muscles of the feet? Comfort at that point is usually considered a sufficient desideratum, yet, as in other parts of the body, there can be no abiding comfort without health. Health is dependent upon normal strength, and without exercise there is no real strength. Shoes of special construction as to the arches, or metallic or felt supports for the arches, are, except in cases of complete breakdown, merely unsatisfactory makeshifts. Training exercises for the feet bring the only abiding improvement. It is an exceptional arch that cannot be strengthened by well chosen exercises.

Of these the most common one consists in alternately rising on the toes and settling back upon the whole foot. This exercise may be repeated rhythmically until there is slight fatigue in the soles of the feet. After a moment or two of rest the complementary exercise may be found by sitting on a chair with the feet flat on the floor. Curl the toes as much as possible under the foot, at the same time contracting the soles of the feet as a part of the movement. After doing so straighten the feet. This should be done at about the same speed as the preceding exercise, and, like it also, should be carried on until there is moderate fatigue in the muscles concerned. However, after trials for a few days it will be found that it will take a good deal of either exercise to induce fatigue, and then moderation should rule.

When the details of this drill have been well mastered, the next exercise may be taken up, and will be readily acquired. Everyone is familiar with the feat of walking on the toes. One will also recall how fre-

quently, when a child, he amused himself by walking on his heels. Even adults when crossing a wet street, and not wearing goloshes, often cross the wet spot by walking on their heels. The exercise in question is performed by rising on the toes of the right foot and at the same time settling back on the left heel with the toes of the left foot well clear of the floor. Holding the feet in these respective positions, walk the length of an ordinary room, being careful not to let the sole of either foot touch the floor. Turn, and now stand on the left toes and the right heel. Repeat several times, taking pains not to walk on either heel or set of toes more than a short distance and then to change. When this performance has been mastered then try shifting to toes and heels after each step. This will prove more difficult at first, but the trick of doing it with a fair degree of rhythm will be acquired. It is granted that one looks ridiculous when walking in such fashion, but what of it? It is fine work for the foot muscles, and that is what the student is

seeking. The ligaments and musculature of the ankles are also strengthened. If the student doubts that it also brings the gastrocnemius muscle of the calf into play, let him continue this exercise until he feels the cramp there.

If our student dislikes to take comical looking attitudes he will feel inclined to avoid the exercise now suggested, but if he yields to his objection he will miss something of value. Stand with the feet so turned that they rest on their outer edges, the inner edges being quite clear of the floor. Study the position carefully until it is exactly acquired; then walk the length of the room on the feet so managed. Turn and next stand on the inner edges of the feet so that the outer edges are quite clear of the floor. Walk the length of the room. This is more difficult than the first phase of the drill, and the student will join in the laugh that his efforts arouse in a beholder during his first few efforts.

Of course, walking with the feet turned

over to either the outer or inner edges is a bad thing to do in ordinary walking. But the very alternation of the two phases of the exercise will correct any such tendency. Even one who walks squarely on his feet at all times should go through with the exercise, none the less, for its value in building up the proper involuntary control of the muscles of the feet. With all the exercises for the feet goes one word of caution, and that is to refrain, at the outset, from doing these exercises over so long a period of time that the feet are crippled for the day's work ahead of the student of good carriage.

When the drills already described have been mastered with a fair degree of proficiency they may be made much more difficult by performing them with the knees well bent. This is much harder on the foot muscles, and, incidentally, on the body itself. Skill in the bent-knee form of the work will not come immediately, but will develop as rapidly as the muscles themselves do.

A feat that will prove restful after the

bent-knee work will be found in standing erect and kicking out vigorously with the right leg, which is held straight. The kick should be made as far forward as possible, with the foot, at the instant of delivering the kick, not more than six inches from the floor. After three or four kicks delivered with the right foot an equal number should be made with the left. This exercise may be repeated with either foot and leg in alternation at the student's discretion. This may be varied, after a while, by delivering the kick so that the foot extended is at the height of the knee of the other leg, and this drill, too, should be done the same number of times with either foot and leg. Then it may be performed with either foot and leg in constant alternation.

A restful movement may then be had by repeating the general exercise with an important variation—swinging the extended leg forward instead of kicking. This may be repeated many more times than the kick itself.

Now, let the student analyze for himself

Training the Feet

the effects of the exercise and of its milder alternative. The most important thing he will discover is that it teaches his muscles to sustain his body in good poise on the foot that is not employed in delivering the kick or making the swing. True, there can be no really good poise if the foot on which the body rests has a weak arch, but all of the drills so far described make for the bettering of the arch, and therefore arches and poise are improved together.

By way of variation, let us try a walking movement once more. Walk the length of the room, bringing up smartly the knee of the free foot until the thigh is in horizontal position. This feat is not at all tiresome, but very useful, and the walk should be continued in this fashion for a minute at first, and, later on, for two minutes. This is one of the drills that help much to lessen the fatigue of walking through the active day that follows the morning bout of exercise.

Until all this work can be accomplished without excessive fatigue it is not wise to

attempt too much in a given bout. The finish should find one only moderately fatigued. After all the movements described, however, can be gone through a number of times, and then repeated throughout, there is another exercise that may well be added to the lot. This is done by standing on the left foot and extending the right foot forward so that it is about six inches from the floor and the leg straight. Move the lifted foot in a circle from left to right, the diameter of the circle to be about twelve inches. At first this circling should be done slowly, but speed may be developed gradually. Vary by standing on the right foot and circling the left foot from right to left. Make sure that the same amount of work is done with each foot. The muscles of the circling foot and ankle are strengthened and rendered more supple, while bodily poise is obtained by standing easily on the foot that is on the floor.

At the outset give much attention to the exercises that have been described as being

for the building up of the arch, which is the first result to be secured toward clean-cut carriage. The kicking, swinging, circling, and knee-raising walk are intended for developing poise as the arches of the foot improve.

For the first three to five days, depending on how long it takes to accustom oneself to the exercises without undue fatigue, it will be enough to spend eight or ten minutes in the morning, and the same amount of time at night, on this training of the foot muscles. In the morning the best time is immediately upon rising and before going to the bath. At all times of the year the work should be done in a room having at least one raised window. In the coldest part of the winter comfort may be served by drawing on a sweater. Breathing, to be described in the next chapter, should occupy from three to five minutes, after which eight to ten minutes of the foot drills should follow. Night exercise should be finished a full half-hour before retiring, for at the end of the work one's blood is

coursing freely, and sleep is not likely to come immediately to a stimulated body.

During the day the student should note often how he is walking or standing. If the student has acquired the unfortunate habit of standing with foot or heel turned over to the side he should correct this as often as he notes it. Luckily the change to correct position in this respect can be made without attracting attention. If one or both shoes are "run over" at heel or side of sole, then the shoemaker should be asked to put on new, straight heels and taps. There should be no delay in having one's shoes repaired in a way to aid correct standing.

Springiness of step will result from devoted attention to the foot drills. Many men attempt to simulate this springiness by a quick, jerky style of walking, which destroys effective carriage. One's gait should be studied carefully. Most men in this country walk incorrectly. Hurried walking should be avoided. Any gait with which the body is inclined well forward, except when ascending

an incline, should be noted and avoided. The head should be well up, and the trunk perpendicular. A gait that will carry one at a rate of three miles an hour on a level sidewalk is fast enough. Rapid walking, whether with short or long step, makes for a needless waste of nervous energy and is exhausting. Many men who begin the day with brisk walking find themselves, for no apparent reason, tired and irritable by early afternoon.

While, as just stated, the trunk should be held perpendicular, this correct feature of good carriage can easily be overdone. It is within the experience of army officers that the absolutely erect carriage taught in some European armies is painful to the victim. Head and shoulders should be at ease when walking or standing. With a proper amount of setting up work, as set forth in this volume, the natural, erect carriage will be acquired without exaggeration.

Whenever the feet become painfully tired rest by sitting is indicated. Strangely, it surprises many men to learn that standing is

at least six or eight times as fatiguing as walking. To realize the truth of this one has only to seek two familiar examples. The average hotel waiter, standing much of his time through the day, soon acquires a shuffling gait, and rarely lasts through more than four years of such service. Then he must find other employment that is not as "hard" on his feet. On the other hand a normally healthy man will last through thirty years or more as a mail carrier.

Shoes comfortably large, so that they never pinch, and constructed on a last really conforming to the lines of the human foot, are a prime necessity in maintaining efficiency of bodily movement. Few men really seeking a proper shoe need any advice on the subject; when any is needed the shoe dealer will supply it upon request. Yet no matter how good the shoe be it should be frequently examined as to the need of new heels and soles. This may sound like a small matter, but the requisite amount of attention and expenditure will soon more than repay one

in increased physical efficiency. Wet shoes should never be worn, and it is an excellent rule to keep at least one extra pair of shoes at one's place of business.

What men are most in need of exercises for the training of foot muscles? First, those who move with shuffling gait, which is never found connected with proper carriage. Second, those who tire easily on their feet. Finally, every man will find himself more capable on his feet if he spends some time daily in fitting them for their important tasks. A normal man should find himself able to walk for hours daily at need, or to stand at ease for several minutes at a time. Any falling short of this rule should be regarded as an indication of the need of foot training work, and the degree of need can be comparatively established by the amount of strain incurred in walking or standing.

Ordinary talcum powder sprinkled inside shoes will give the wearer as much comfort as is secured by the use of any of the much vaunted foot powders. Yet the need of any

such powder must always be taken as proof of the need of foot training and more suitable shoes.

It would not seem necessary to add that corns, bunions, and like growths should be promptly and expertly removed, and that the feet should be kept free of them.

If any one wonders how much "bad" walking there is, let him station himself in a doorway along any much used thoroughfare and make an observing study of the feet that pass him in five minutes. From such observation, carried on so covertly as not to attract offended notice, much can be learned. It is worth the learning, for whoever walks and stands well has gone far on the road to bodily control that will mark him among his envious fellows.

CHAPTER III

BREATHING FOR FORM AND ENERGY

AS life cannot continue without breathing, so are good carriage and bearing all but impossible without correct breathing. Ideal breathing is exhibited by the young infant and by the well-trained singer. The latter's habits of taking in breath are acquired for the sake of being able to drive the desired amounts of air over the vocal cords, while the trained orator's intake and expenditure of air are almost as carefully controlled.

While it is highly essential to learn how to breathe correctly, the first thing, of necessity, is to make certain that the lungs are habitually filled to their normal capacity. Most men and women have only the larger fraction of their lungs developed. No really good health exists without normal lung develop-

Breathing for Form and Energy 31

ment, and carriage is sadly hampered by the lack of it.

Let the student stand by an open window and breathe deeply, trying to force into the lungs the greatest quantity of air that they can be made to accommodate. Frequently the investigator begins to cough, and then, in many instances, the window is pulled down with a bang and a gesture of alarm if it be at the coldest season of the year.

"That cold air is too much for my lungs," protests the student.

"Why?"

"It set me to coughing. I cannot endure as cold air as that in the house when I try actually to fill my lungs."

"Yet you do it on the street."

One who has never made it a habit to fill his lungs to capacity is likely to be surprised with a bout of coughing. The explanation is simple. The portions of the lungs that are not in use lie folded closely. It is the apex of the lung that is least developed. Like all

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unused things the membrane at the apex gets out of service. Colds frequently start in the unused upper part of the lung, while medical statistics show that something like eighty-five per cent. of all cases of tuberculosis have their beginning in the apices of the lungs. Coughing when the lungs are vigorously expanded results from the sudden rush of cold air to the unused parts of the lung membrane, which, besides being unused, are likely to be diseased in some degree.

The remedy? A simple one. Continue breathing deeply, filling the lungs even in the apices. After a few days it will be possible to take the deepest breaths without coughing. In the few exceptions catarrh is undoubtedly the cause of continued coughing, and if this be the case the remedy is to be sought from the physician.

By way of developing the lungs and learning to breathe properly stand by the open window, drawing in air deeply through the mouth. Inhale as much air as may be forced into the lungs—and then try to get in just a

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little more. Hold the air in the inflated lungs for a few seconds, then exhale slowly. Repeat a number of times. The morning's physical work should begin with from three to five minutes of deep breathing.

While breathing place the hands at the sides, over the hips and just under the ribs. Unless the sides move in and out "like bellows" the breathing is not being done correctly. Study this while inhaling and exhaling rhythmically and the trick of right breathing will soon be caught. At first the trick will be lost, temporarily, whenever the student ceases to think about it, but in time right breathing will become automatic.

A second form of breathing, one that makes for rapid chest development, is that in which the student closes the mouth and breathes in through the nostrils. As long as possible let it be all inhalation. Through the nostrils draw into the lungs as much air as they can be made to hold. Even after the last bit admissible has been drawn in, inhale two or three more quick gulps. Try to hold for

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fifteen to twenty seconds, then let the air out with a rush through the mouth.

Both forms should be employed, generally in alternation, through the breathing drill period. Always, at first, with hands at the sides keeping track of the "bellows," please!

While the breathing drill should be used at the beginning of each morning's physical work, conscious effort in this line should be made frequently through the day, especially when outdoors. It is well to breathe deeply while walking the length of a city block, and then repeat the effort presently. It is not convenient, of course, to try to fill the lungs to capacity while walking, but deep, rhythmic inhalation and exhalation may be performed. Nor will it be necessary to keep the hands on the sides while walking. The attentive student will soon begin to have a very exact idea as to how his "bellows" are working.

"But shall I breathe deeply on the street on a very cold morning?" will be asked.

Yes; on an unusually cold morning try the

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deep breathing during at least the time required to walk *two* city blocks. As soon as the apices of the lungs become accustomed to participation in the act of breathing no further coughing will be noted. On such a cold morning, strangely enough, the investigator will discover that he is growing warmer. The answer is not difficult to find. Breathing oxygenates the blood as it passes through the lungs. Impurities in the blood are thereby oxidized—"burnt up." Some of this oxygenation—combustion—takes place in the lungs. Combined oxygen is carried by the blood to all the tissues of the body, and more impurities are burned. Combustion, as we know from the instance of the stove, and other examples, produces warmth. Hence, if chilled on a very cold morning on the street, breathe deeply. The resulting warmth will be quickly apparent.

Breathing drills several times a day are necessary at first, for the very good reason that the average adult has lost the art of breathing correctly. Another reason is that

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exercise fatigues much less when the body is stimulated by correct breathing. Further, breathing is a wholly natural and effective revivifier of tissues laden with fatigue toxins.

We are all familiar with cases of men who, when they talk steadily for a minute or two, attract our attention, and usually our curiosity, by breathing in a more or less distressed fashion that brings a tired tone into their voices. Many a man catches his breath spasmodically after he has talked for a little. In conversation all breathing faults are bad defects. The exhibition of "breathiness" distracts attention from the talker's words and tends to fasten it upon his physical predicament. Many a "breathy" man may feel that his auditor is not paying attention to this bad breathing; the fact is likely to be that the hearer is trying to conceal his consciousness of the other's trouble as a matter of good breeding.

Several men sat in the anteroom of a New York banker, who, on seeing his caller of the moment depart, rang his bell. It was

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answered by his new attendant, a keen-witted young man with a brogue.

"Tell Mr. Pixton that I am ready to see him now," directed the banker.

"Mr. Pixton, sorr-rr?" repeated the attendant, reflecting.

"Yes; he's in the room outside. He is a stout man, about forty, wears dark clothing and overcoat and a derby hat."

Pat recalled having seen two men in the anteroom who answered to that description, and mentioned the fact, whereupon the banker added a few more clues to identification.

"I know him, sorr-rr!" exclaimed Pat. "You mane the gr-rampus, sorr." The attendant accompanied this guess with a swift imitation of Mr. Pixton's stertorous breathing.

Afterwards the banker confessed that the smile with which he greeted his visitor was largely a remnant of the laugh he had forced back when hearing the attendant's description. And all through the interview that

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followed the banker was more than usually conscious of the caller's defect.

If the reader be aware of any noticeable defect in his breathing let him, if possible, stop before going in to an interview, and breathe in the open air as he breathes at his morning or evening setting up drill. It will repay the effort every time. One may show a springier step after deep breathing, his eyes will take on a brighter look, and there will be a healthier glow of colour in his cheeks. A small detail? Perhaps, yet surely an important one.

At any time in the day, whether on the street or indoors, when one feels unduly fatigued, he will note improvement after a brief bout of deep breathing properly carried out. It may be done when walking or when standing; it may even be done sitting, provided the shoulders be thrown well back to give the cramped lungs full play. Care should be taken, however, that pure air is breathed. When the thing is tried indoors it should be near an open window. Little

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benefit can come from breathing air that has been expelled from one's own and others' lungs!

Many a reader, after trial, will note that deep breathing by an open window just before retiring tends to keep him awake for a few minutes after his head touches the pillow. This is because of the stimulation that the exercise has brought about. Is it a bad idea, then, to breathe deeply before retiring? By no means, and the exercise may be repeated as one lies relaxed at full length. Sleep refuses to come, at first, because blood has been sent coursing through the brain as through other parts of the body. The brain has a full supply of bright red blood, and sleep depends upon a partial anemia of the organ. Yet after a few minutes one will fall into a sleep that is sure to be all the more refreshing, for the pulsing of fresh blood in the brain is followed by the gradually increasing torpor that steals over the senses and ends in dropping into slumber.

Deep breathing at bedtime has the further

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advantage of serving as a lesson to the body just before the subject surrenders his own control of himself to the care of his nerves and his involuntary muscles—the latter including the heart—as he passes into sleep for the night. The little trick of breathing that he has just taught his body will be practised through the hours of rest, for nerves and muscles have a faculty closely allied to memory. Faithful indulgence in deep breathing through the day will, therefore, bring about by degrees the habit of right breathing through the hours of slumber. Once again the student possesses the art of breathing that he probably lost early in childhood. Since this valuable art is to be recovered for use during the hours of repose it is all the more needful that one's breathing be thoroughly correct at all times.

To sum up, it should be stated that, just as air is the most immediate and important necessity of the living body, so correct breathing during every hour of the twenty-

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four is the first essential of good bodily carriage, of freedom from fatigue, and of alert, bright eyes. Until the art of breathing is mastered little else will help.

CHAPTER IV

THE FIRST SET OF EXERCISES

UNDOUBTEDLY most readers will have turned to this and the succeeding chapters before giving careful heed to the advice offered in the preceding chapter. That is because it is wholly human and natural to feel that "exercise is the whole thing." He who ponders well on what has been said of breathing will be quick to understand that physical drills cannot be carried through in the most advantageous way until the lungs have been taught to do their full amount of work.

Let us suppose, however, that the student has risen and dressed himself for exercise. He proceeds to an open window and breathes deeply and fully for two or three minutes. Next, he performs some or all of the foot



FIG. I—QUARTER AND HALF BENDS.

drills described in Chapter II. A brief period of breathing should again follow, with especial attention to the suggestions for increasing chest expansion. Now, he is well waked up, keen-eyed, and alert and with lungs full of the morning's pure air. He is ready for the simple exercise illustrated by Figure Number One.

This is a combination of the quarter and half bends. Standing erect, with hands at his sides, heels nearly touching, and his feet turned out at an angle of about forty-five degrees from each other, the student first places his hands on his hips. The quarter bend is executed by bringing the head down to the first forward position shown in the photograph. A slight but perceptible pause is made, after which the bend is continued to the half, the position being indicated in the photograph by the lowest position in which the head is shown. At this culmination of the downward movement there should be another slight pause, after which the head is raised to the quarter, then to erect position.

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The entire movement should be executed with snap, yet with not too much haste. The exercise should be repeated from five to eight times, the lesser number on the first few mornings, adding a single complete movement every few days until the full eight are being done at last. It is optional with the student, after he has been many days at these exercises, to increase the number of movements beyond the limit suggested. When return is made to erect position it must be seen to that the head is fully erect, the shoulders well set, and the chest out. The method of performing the exercises counts for far more than the mere number of movements.

At the outset breathing during all movements should be studiously watched. After a while the movements will become automatically or involuntarily correct. In lowering the head to the quarter bend inhale. In completing the bend to the half exhale. On coming up to the quarter bend inhale, while the return to erect position should find

one with breath exhaled. By repeating the movements rhythmically and without exaggerated pause between each completed set of movements regular breathing will thus be assured. After the exercises have been executed for a few mornings, with strict attention to breathing, the student will find himself able to discard strict watch over his breathing in any drill that he has performed many times.

The purpose of the exercise just described must be stated in plural terms. The effect is, first of all, to make the back muscles supple, next to render them proof against fatigue—backache—and also to insure easier and more erect carriage of the body.

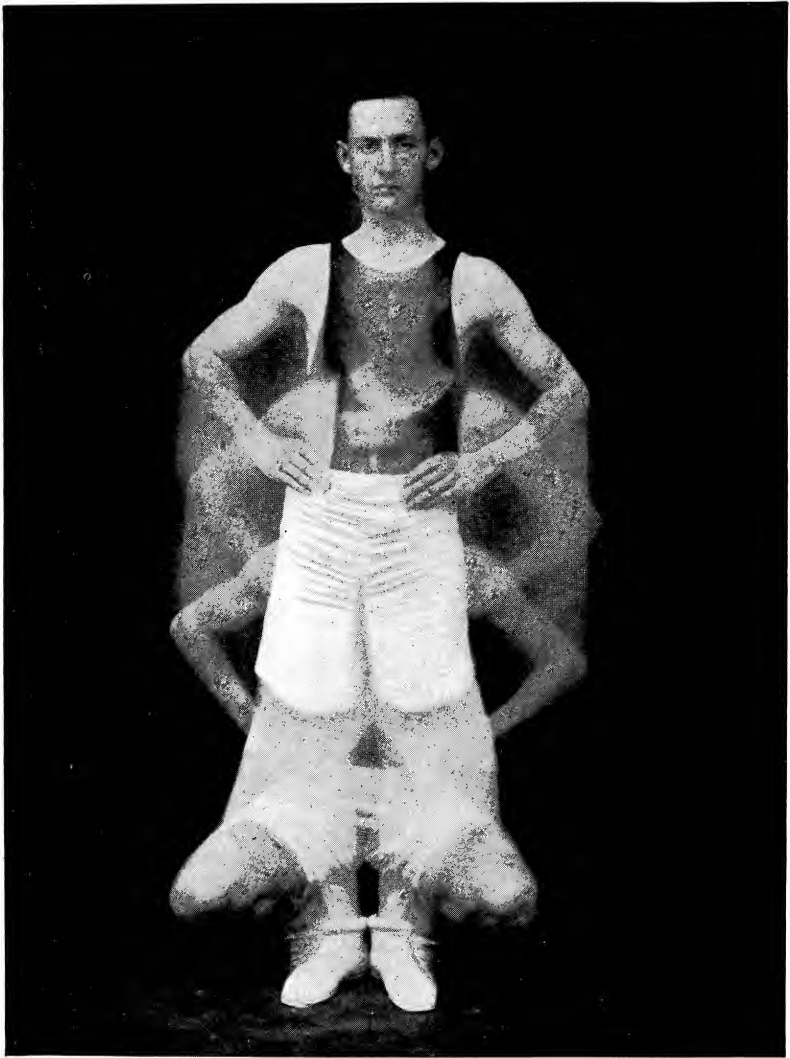
Figure Number Two exhibits the details of the quarter and half bends of the knees, and this exercise is the natural complement of the one just described. The beginning is made from the same position, body erect and hands on hips. The knees are bent forward and out, and the student sinks to the position of quarter bend. After a barely perceptible

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pause the bend is continued to the position indicated for the half. The return is made to quarter and then to erect position.

In bending to the quarter position make sure that the points of the knees are directly over the toes; at the half bend the kneecaps will project out considerably beyond a perpendicular line from the toes. In returning to the quarter bend it is important, at first, to make sure that the points of the knees are again over the toes. As will be seen, this drill, which looks so easy at first sight, is one that must be painstakingly studied and corrected at first. It is valuable, and wholly worth doing in the greatest degree of excellence attainable.

As for the breathing, the student is recommended to breathe naturally and without close observation at first. In later days, when the exercise is always performed well, then the student may do well to inhale to the quarter bend, exhale to the half bend, inhale during return to the quarter, and exhale while regaining erect position.



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There are useful variations that may be attempted with this exercise. Instead of placing the hands on the hips, the student may occasionally place his arms behind his back, forearms horizontal, and each hand grasping the other forearm below the elbow. The knee-bends may then be performed in the manner just described. Another change is found when the student thrusts his arms upward perpendicularly, performing the same knee bending movements.

In this work the greatest local benefit is to the thigh muscles, but the knee action is also rendered more supple and elastic. The gastrocnemius muscle, or calf of the leg, also comes in for a share of help, which also extends in some degree to the feet. When the arms are held behind the back in the manner mentioned in the foregoing paragraph, aid to erect carriage is secured. With arms thrust up perpendicularly the balanced poise of the body is benefited.

The photograph shown in Figure Number Three presents an exercise that would appear

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to be extremely simple. Yet this backward trunk bend is one that will require considerable practice. Standing with hands on hips, bend the head and trunk back in a straight line, avoiding any tendency to thrust the knees forward, or to move the abdomen forward even a fraction of an inch more than is absolutely necessary in order to accomplish the bend. To bend back part of the proper distance is simple; to make a really good backward trunk bend is a matter that will call for considerable practice. The movement should be repeated at least six or eight times, without hurry, and yet without lagging.

As for breathing instruction with this movement, it may be guessed. Inhale when bending backward, exhaling on return to erect position.

Like the forward quarter and half bends this movement is designed to improve the back muscles and to insure erect carriage. The abdominal muscles are sure to share in the benefit. No one should feel that he has

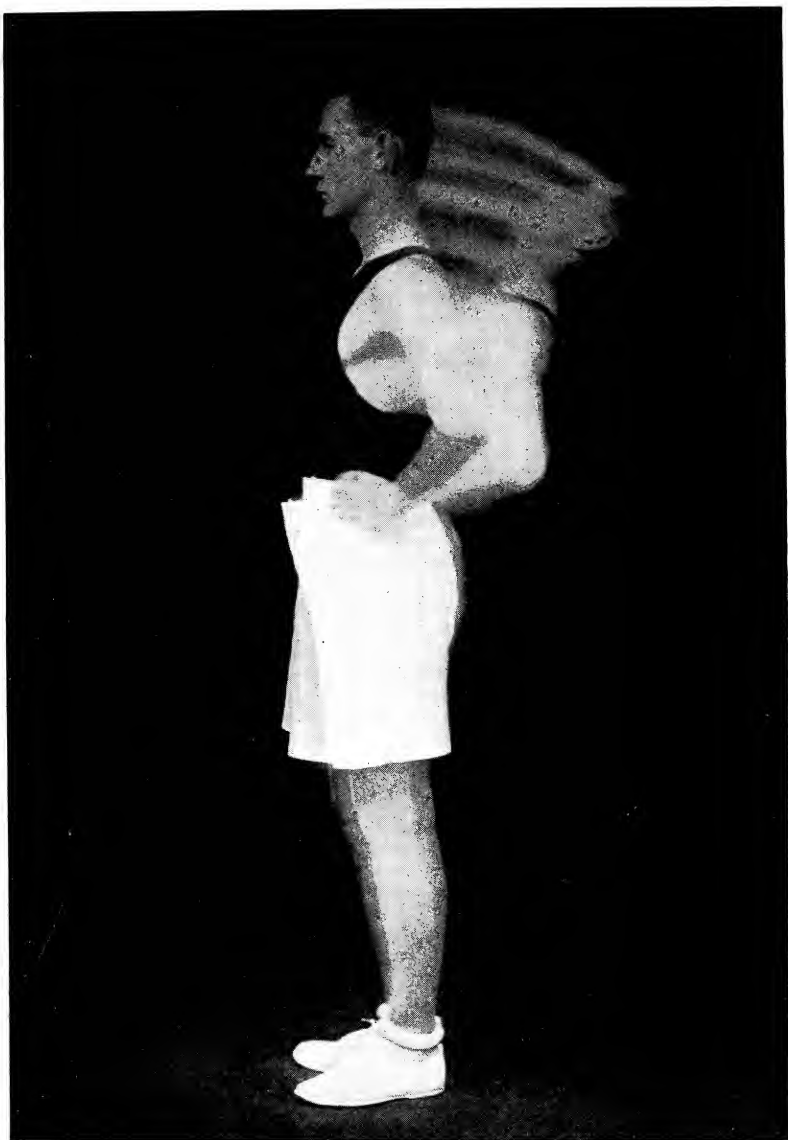


FIG. 3—BACKWARD TRUNK BEND.

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really acquired this simple looking movement until he can execute a series of really good trunk bends without moving the knees or sending the abdomen too far forward.

Mastery of the details of the three sets of movements, in addition to breathing and foot work, will be found quite sufficient for the first morning bout in which this new work is attempted, for each exercise will necessarily be attempted again a few times. If done with vim and snap the first morning of such work will result in some fatigue of the muscles employed. This very fatigue will show the investigator the portions of his body that are most benefited.

Having gone this far the student should finish with two or three minutes spent in the breathing drills, always, of course, near the open window. He is now ready for bath, shaving, and the what-not of his usual dressing details before breakfast. If the student be wise he will at night go through all of the work so far suggested for him, and it will be further proof of wisdom for him to time his

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evening work so that he is through with it at least half an hour before the time he has set for retiring. By giving himself a period of indolence between evening exercise and slumber he will drop into bed in a less stimulated, therefore less wakeful condition.

It is seldom advisable to add new exercises each day during a period of physical training. Those already mastered should be persevered in, without additions, until they have become something like second nature in the way of movement. If the student has put in two drill bouts on the first day, and has performed them with more than the average amount of snap, he may, when he turns out of bed on the morning of the second day, be able to enter sympathetically into the feelings of one rural recruit in the Army.

This recruit felt sore in several different spots when he appeared for further physical drill.

"I've found out," he announced to the drill sergeant, "why they call these antics settin' up drills."

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“Yes,” responded the sergeant, after the manner of the minstrel end man. “And why are they called settin’ up drills?”

“Because,” retorted the lame recruit, rubbing himself afresh, “I know quite well that I didn’t do ’em settin’ down.”

The most rapid way to recover from the soreness caused by new exercises is to take more of the same exercises. Therefore, if the student on rising decides that he is a bit too lame for work on *this* morning, he may know that he has lost one day of progress. None of these exercises will tire the softest body to such an extent that benefit will not result from the next drill, and all, or most, of the lameness will vanish at once.

Two or three mornings after beginning exercise it will be well to add the three additional feats shown in Figures Number Four, Five, and Six. The work illustrated by Figure Number Four is as simple as it looks, yet it will search out some new muscles that will speedily learn to ache, at first, if too many repetitions of this movement are attempted.

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Place the hands on the hips, standing erect, and bend over smartly to the right to the angle illustrated by the photograph. Having reached the side bend, return to erect position. Make five bends to the right, then five to the left; finish by doing four double bends. The double bend is accomplished by bending to the right and back, then to the left and back to erect position. Repeat this three times. Above all, do it with a snap that belongs to exercise. It is not to be treated as a mere matter of *leaning* to either side. Make a distinct though very brief pause whenever the return to erect position is achieved. Briskness and regularity of movement may be secured by counting rhythmically, or with the aid of rightly timed music if there be a talking machine at hand.

It is worth while to add that many of the exercises offered in this volume may be well done to music if the student possess a musical ear and a good sense of time. As a rule marches are to be used, but musical pieces of other *tempos* will be needed for some of the



FIG. 4—SIDEWARD TRUNK BEND.

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exercises. For each piece of work the student must select the musical number that fits a given movement.

For breathing instruction, the student should inhale well when bending over, exhaling as he returns to erect position from either side. As in other movements, he will eventually breathe correctly without giving much heed to inspiration or respiration.

The effect of this movement is excellent for insuring poise of body and elasticity of gait. The work aids much in insuring correct and automatic use of the shoulders when walking or standing. The muscles of the trunk are strengthened and made more supple. This exercise, combined with the forward and backward bends, is useful when one notes that thickening of the waist line which slender persons contemptuously term "extreme obesity."

The next set of movements, as depicted in Figure Number Five, will serve as an active form of rest from some of the preceding work. First position is taken by clenching the fists

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and bringing the elbows smartly and well back over the hips, forearms horizontal, palms up. From this position make a quick thrust forward, arms horizontal on a level with the shoulders and palms downward. In striking out to the second position one should use real striking vim, as if the head of an arch enemy were in exact range. On recovering to the first position the elbows should be brought smartly back. Repeat the combined movement briskly fifteen or twenty times, inhaling as the fists are shot forward and exhaling as the elbows are brought back.

Long before the required number of movements has been completed the area of physical benefit will have been detected by the student. This work is corrective, in the first place, of any tendency to stooped shoulders. Enough practice in this work every day is bound to produce straight, square-set shoulders. The rhomboid muscles between the shoulder blades receive plenty of development work. The muscles across the chest are also well exercised.

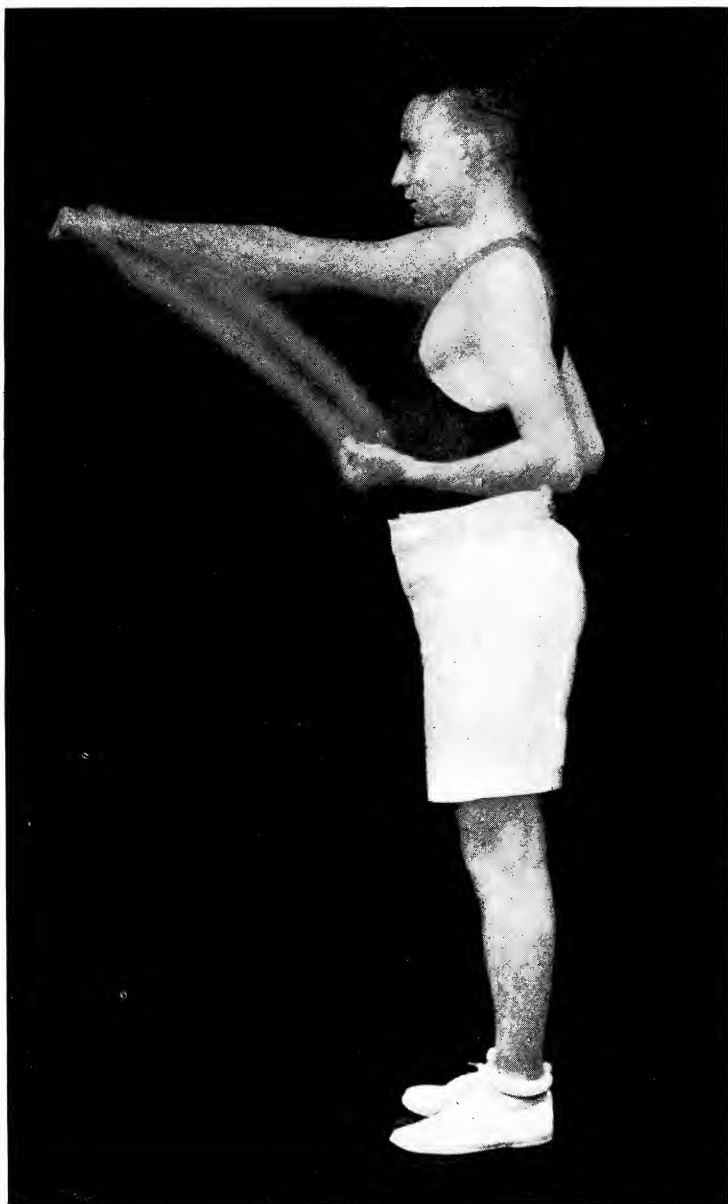


FIG. 5—FORWARD THRUST OF ARMS.

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This is one of the exercises that the student may carry with him through the day. When one has been at work at an office desk so long that he is conscious of a strong wish for change of position, it is a simple matter to open a window and perform this exercise thirty or forty times, next closing the window and walking the length of the room before returning to the desk. In a day of varied activities there are many chances for using a few of these brisk thrusts and recoveries. Accompanied by correct, deep inbreathing of pure air it will act as a restorative from fatigue.

Another movement of value is shown in Figure Number Six. This supplements the benefits derived from the exercise just described. Bring the arms up from the sides, with the upper arms horizontal on the plane of the shoulders and resting the finger tips on the shoulder caps. See to it that the head is held erect and that the shoulders are well squared. The feet are not to be moved or the knees bent. Turn the trunk firmly,

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slowly to the right, turning the head in only the same degree, so that the eyes look in the same direction that the front of the trunk faces. Then bring head and trunk back to starting position. Now make the same movement to the left. On returning to front position make the briefest possible pause each time, so that the exercise will not have the effect of being a continuous turn from right to left, or *vice versa*. Breathing is to be done as usual, inhaling on the turn to either side and exhaling as the trunk is returned to front position.

This should be done a dozen times at first; that is, six to each side in turn. The work will aid in erect carriage and squaring of the shoulders. It will also, as the student will detect for himself, give full employment to the muscles below the shoulder blades. A benefit not so readily discovered is the strengthening of the involuntary muscles of the abdominal region.

For at least the whole of the first week the student should confine himself to the exer-

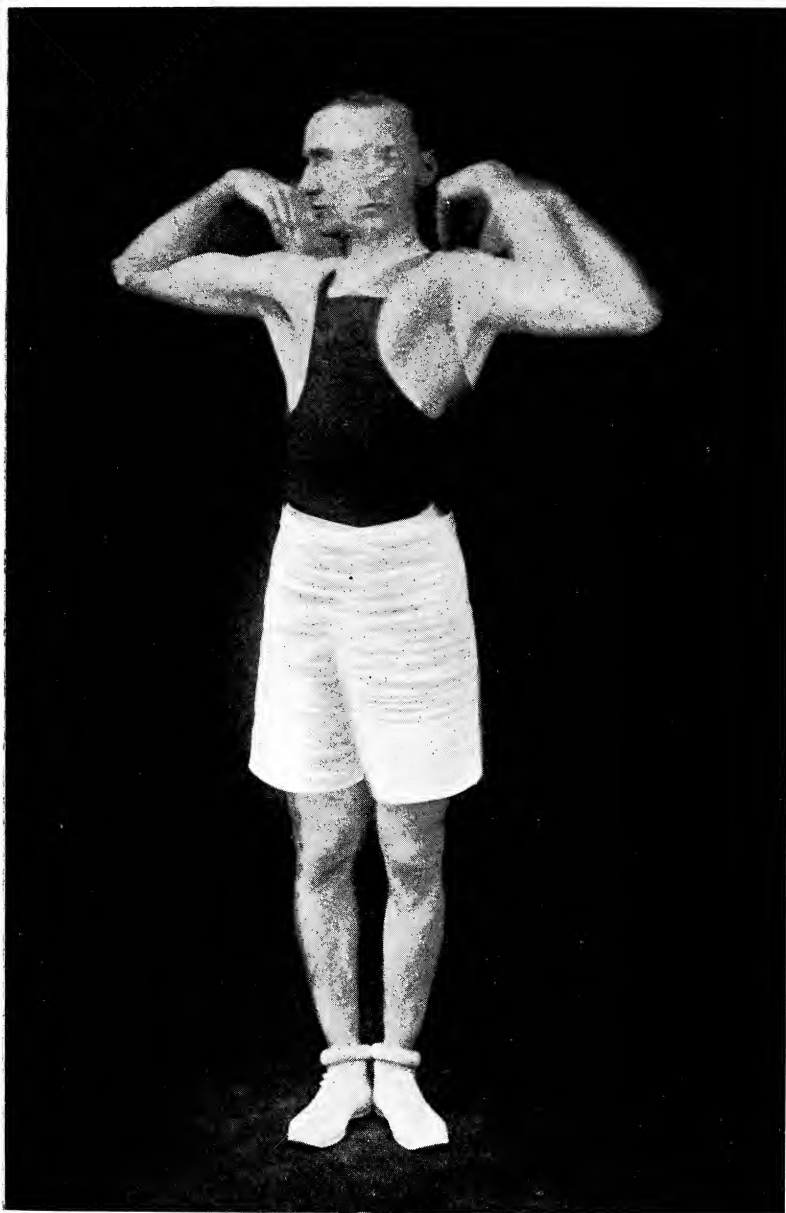


FIG. 6—SIDEWARD TWIST OF TRUNK, RIGHT OR LEFT. 67

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cises so far outlined. It may be better if he confine himself to this number of movements during the first ten days, with a morning and an evening bout. In any plan for securing good carriage and sound bodily development nothing is gained by too heavy or swift work at the outset. Continuity of effort is the real factor. Three sets of movements performed twice a day with vim and attention are worth more than twenty exercises done only when one "has time."

The student who goes through with these drills faithfully for a week or ten days will not require any assurance that it is well to continue. He will begin to feel so much more alive that the only caution needed, at the outset, is one against repeating the movements too many times. By the time, however, that he has finished the course outlined in this volume the student will have but little need of advice as to how often to perform any of the work, or how much of it to incorporate into any given bout. With progress in this course one becomes his own best judge of the

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amount of physical work that he can and should perform each morning and evening.

It is impossible to say too often or with too great emphasis that right breathing is the thing of first importance both during the exercise drills and through the business day. Every walk out of doors, whether long or short, can be made a breathing drill. Deep, regular inhalations, each followed by steady exhalation, will send new life coursing through the body in company with the circulating blood. A little fact which will soon be discovered is that, if there be a tired muscle anywhere in the body, deep breathing of fresh air will send balm to that spot. This one simple bit of knowledge is of inestimable value to one who must be active throughout a business day. Verify it for yourself, and, having found its truth, give yourself all possible benefit from your discovery.

CHAPTER V

FURTHER WORK AND ITS ANALYSIS

READY for some more movements? Or are there a few sore spots in evidence? If the latter be the case, read again what was written about frequent deep breathing in the foregoing chapter.

None will be able to find anything very severe in the appearance of the exercise shown in Figure Number Seven. Bring the arms to the same position shown in Figure Five, with the same attention to erect head and squared shoulders. The head is turned to the right as far as it will go, but without moving the trunk or even the shoulders. Try again! The head will go farther around to the right than that! Yes, strain the neck muscles. A little more, please! Get your head around as far to the right as it can

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be made to move. Just a little bit more! There! That ought to pass for a first attempt. But do not be afraid to give the neck plenty of twisting. Just feel that you are bound to see, as nearly as possible, directly in the rear of yourself!

Probably a moment's rest will be desired after the head has been returned to front position. Now, do the same thing, in the same way, moving the head to the left. No, do not be satisfied too easily. The head can be moved a little farther; get it around as far as possible. Do not be in a hurry to complete the movement, and do not be too easily satisfied with the degree of turning. When you have done your best, however, slowly bring the head back to front position.

This is the whole of the movement, but doubtless the student will consider it enough. How many times should this complete movement be performed in a bout? Twice to each side, at first; you're welcome. But on the second day do it three times to each side, on the next four, and so on, increasing the count

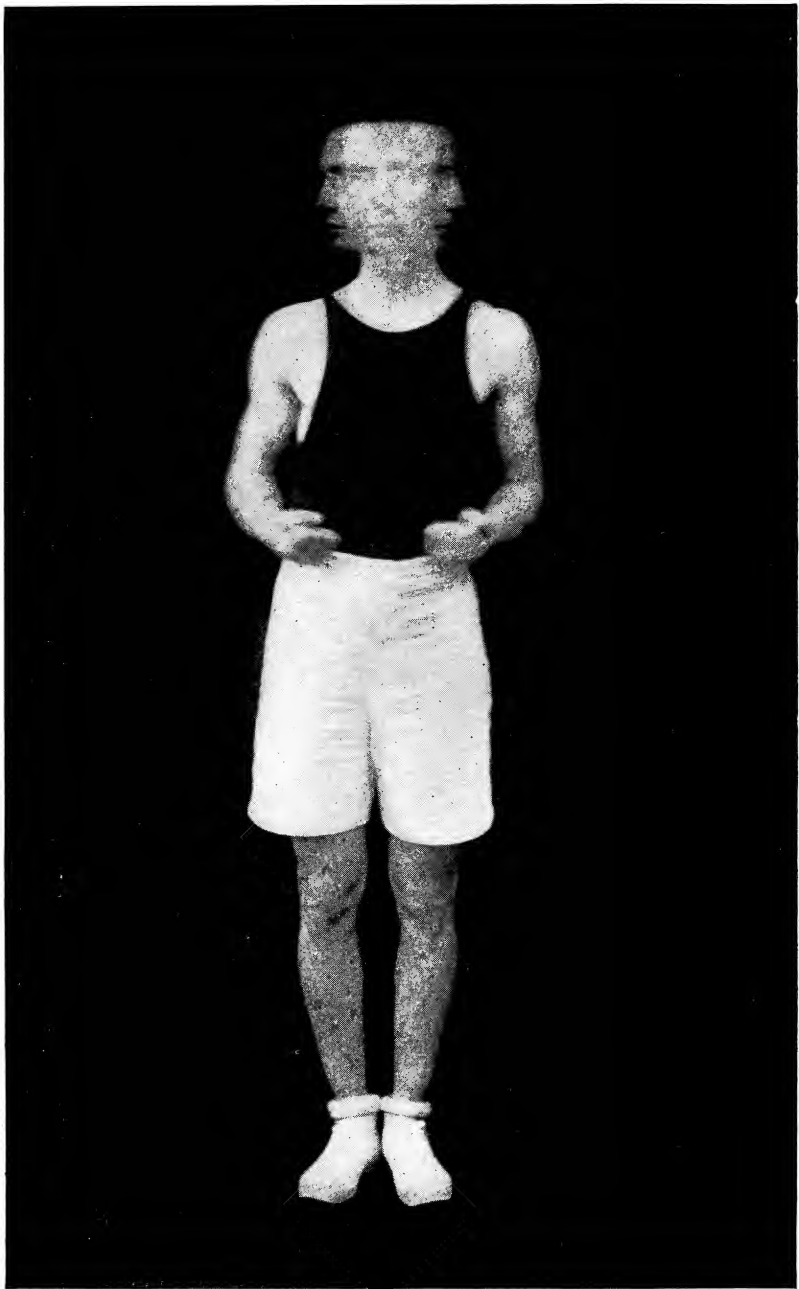


FIG. 7—HEAD TURNING, RIGHT OR LEFT.

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by one until you do it a dozen times in each bout.

The reason for this exercise? The student will not require more than the first efforts to convince him that the work does something for the muscles of the neck. Perseverance in this movement provides a stronger neck and a better poise for the head on its axis. There is another equally important benefit. All exercises that make for a stronger neck tend to increase the size and elasticity of the blood vessels that carry the blood to and from the brain and other parts of the head. Strong neck muscles and consequent development of the blood vessels provide a better flow of blood to and from the head, and serve in an increasing degree as insurance against apoplexy and other troubles resulting from local congestion. The man with a strong neck and well developed blood vessels there is less likely to suffer from headaches. The neck is one portion of the human anatomy that is not likely to suffer from overdevelopment. It may be fairly questioned if there is such a

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thing as overdevelopment of the neck; if there be, only an extreme athlete will attain to that peril.

Figure Number Eight shows more action than its predecessor, but the work depicted will prove restful by way of change. Resting the hands on the hips, bring the right knee up smartly until the thigh is horizontal and at right angles with the hip, the lower leg perpendicular, and the toes pointing toward the floor. Lower this foot beside its mate, and then bring up the left knee, next lowering. At first this should be done slowly, and with such measure of thought and observation as may be needed. As soon as the movement has been mastered and balance can be maintained easily the speed of performance, known to soldiers as cadence, should be increased. The exercise, finally, should be done at the time one would employ in a fast walk. Fifteen or twenty times is the number that each knee should be raised before stopping. Breathing should be natural while the movements are executed.

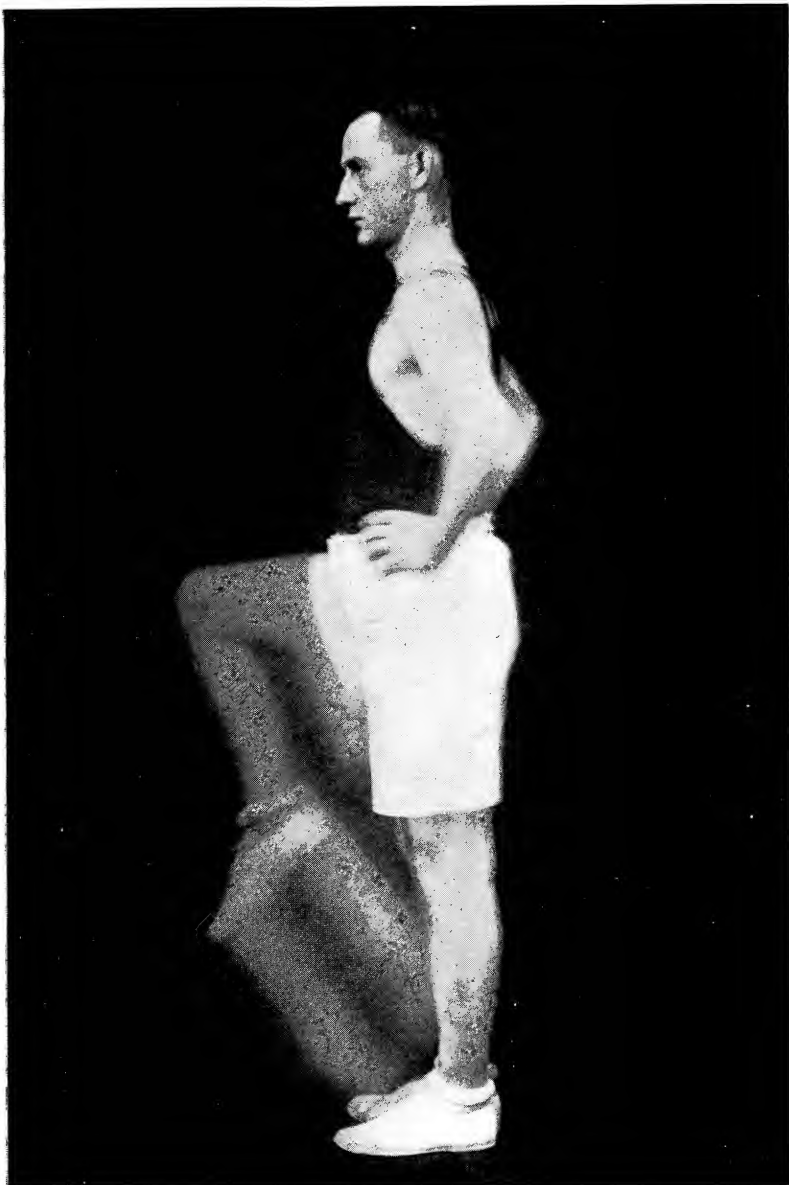


FIG. 8—KNEE RAISING.



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On a country lane one might with advantage apply this movement to walking a few rods. There probably are reasons why the student would not care to walk after this manner along city thoroughfares. During the exercise bouts, however, walking is not to be attempted, the feet returning to the same spots on the floor from which they rose, and full attention being given to erect carriage and correct position.

Standing erect, lace the fingers back of the head at the beginning of the movement shown in Figure Number Nine. Keeping the knees as rigid as possible, make a full bend forward. At first make this bend slowly, and experiment to see if the bend may not be increased just a bit beyond the plausible point. Slowly recover to erect position. At the first trial perform this movement four or five times, increasing it by one count each day until it is done daily fifteen to twenty times without resting. As the work improves in quality the speed may be somewhat increased, but this movement should never be

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performed rapidly, the main thing being to give the body the benefit of the full bend.

Back muscles are the principal beneficiaries of this exercise, yet the abdominal muscles are not slighted, and even the thighs come in for a moderate share of help. The composite benefit to the student is that this movement enables him to carry himself more easily and with the weight of his body well distributed. After halting the exercise on the fifth or sixth morning the man who is doing it well is rather conscious of the fact that he is standing both comfortably and well.

At the beginning of the bend exhale the breath. Inhale deeply on returning to erect position. This may, at first thought, appear to be a reversal of the usual breathing method in these movements. The reason for exhaling during the bend and inhaling while returning is that the lungs are then filled for the next bend, which is the harder half of the movement.

When he has mastered the three exercises just described the student may do well, for



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the next three or four days, to keep to what he has already learned, making sure that in each bout he goes through the work better than he did in the previous bout. While making the movements, and while resting between them, the habit of analysis should be cultivated. It is not at all difficult to find out exactly why a given exercise is "good." The more one tries to discover the underlying reasons for each movement the more interest he will take in his drills and the greater the benefit he will derive from them. Another habit to be cultivated is that of enjoyment. Physical exercise performed in a routine manner and with only duty as the impulse is never as valuable as that which is done for the sheer joy of doing it. Joy is as priceless in the gymnasium, or in one's chamber, as it is in purely mental work.

When the body is refreshed by a period of vigorous breathing, with all the muscles in play and the blood surging through the arteries there should be a feeling of life and of mild exultation. Doubtless every reader

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will be able to recall schoolroom scenes during a period of calisthenics. Some of the pupils are smiling and vimful, but there are others whose looks are sullen and whose movements are as languid as it is safe to exhibit before the watchful eyes of the teacher. The sullen children look almost pulseless and lifeless, and, in fact, are so. These same sullen youngsters may be more lively on the playground, but they miss great benefit that might be secured in the schoolroom drill. Many parents are content if their children do not exercise but play with spirit. Valuable as outdoor play is to the child, it can never take the place of disciplined effort in exercise periods.

What is true of the child is true of the man. The reader who feels that it may be well to go through some exercises twice a day may yet perform them perfunctorily and with a sense of boredom, his mind all the time active with other matters. Yet his movements may be brisk through the business day, and he may be blithe most of the time. No matter! If he cannot enjoy the sensations produced

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by his drill movements, and if he cannot perform them joyously and in glee of spirit, then he is at best no better off than the child sulking during school calisthenics. In that case the benefits of disciplined physical effort are not for him, and he will do as well to stop boring himself twice a day.

It may be well at this point to say something about the possible bathing habits of a few. A man of the writer's acquaintance indulged for years in cold baths on rising. Emerging chattering from the water he towelled in frantic haste and then fell briskly to work with exercises of his own invention. The purpose of his physical activity was to warm himself. This accomplished he dressed and went to breakfast.

"In winter, then, you insist upon eating that first meal in a warm room, do you not?" he was asked.

"You may well say 'warm,'" came his reply.

It is the writer's belief that in the colder months of the year hot baths are better than

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cold plunges. There are men, however, who can take and enjoy cold baths in the morning. Whatever the temperature of the bath, however, it should follow, not precede, brisk physical work. The man who can endure and enjoy cold baths will find that a bout of good physical work will warm his body and put his blood in far better condition to resist the shock of the cold water. Still, the hot bath is better for removing from the skin the invisible waste products that exercise forces through the pores.

Whether the bath be cold, warm, or hot, the body, before entering the water, should be given a "dry bath." This consists of towelling the body briskly to remove as much as possible of the perspiration induced by exercise. This towel should then be cast aside and another used after coming out of the bath.

Nothing in the foregoing should be construed as being against the use of the cold plunge at gymnasium when a hot shower bath is first employed. The cold plunge, if one

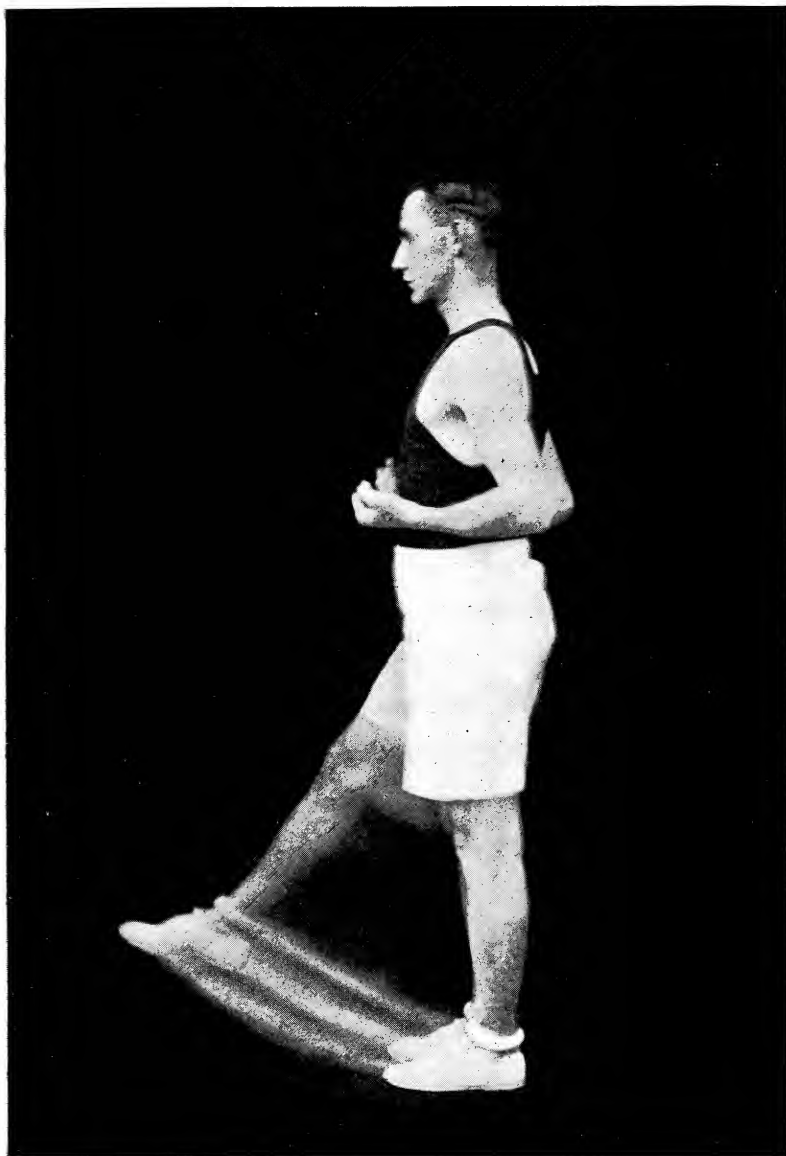


FIG. 10—EXTENDING LEG FORWARD.

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swim for two or three minutes, or more, is then decidedly beneficial at any time of the year.

On the morning that the reader decides that he is ready to add a few exercises to his growing list let him inspect Figure Number Ten carefully. It is a kicking exercise, but it should be noted that it is not a high kick that is wanted. The position of the arms is the same as is shown in Figure Number Seven. The elbows should be well back, fists tightly clenched and forearms rather tense, while the head and torso are erect. The leg is held straight and a goodly amount of muscular effort is put into the kick. It will be seen that the foot does not clear the ground by more than a few inches. At the outset the foot is inclined upward at the instant of delivery of the kick. This is the easier way of doing the movement. After two or three days the student should make the change of pointing his toes downward as the foot goes forward; this makes the exercise more difficult and fatiguing, but also brings better results.

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While there are several points in the body at which benefit results the student will find that the greatest benefit is received at the calf of the leg. Especially is this noted when the student turns from the first to the second method of delivering the kick. By this work the calf of the leg is made hardier through the play upon the gastrocnemius muscle, which gives form to that part.

Examine the lower portion of the leg and determine whether it is hard, moderately muscular, or soft. If the latter, then there is wide room for improvement that will benefit the entire body and even the mental and nervous state. One who is habitually tired when on his feet is not in good condition for any serious part in life. A weak calf carries with it the corollary of a weak thigh. The man who, after having been on his feet for some time, or having walked a few miles, rises painfully from his chair, may assume positively that his whole bearing is wrong when viewed by a critical observer.

The weakly man does not find it possible

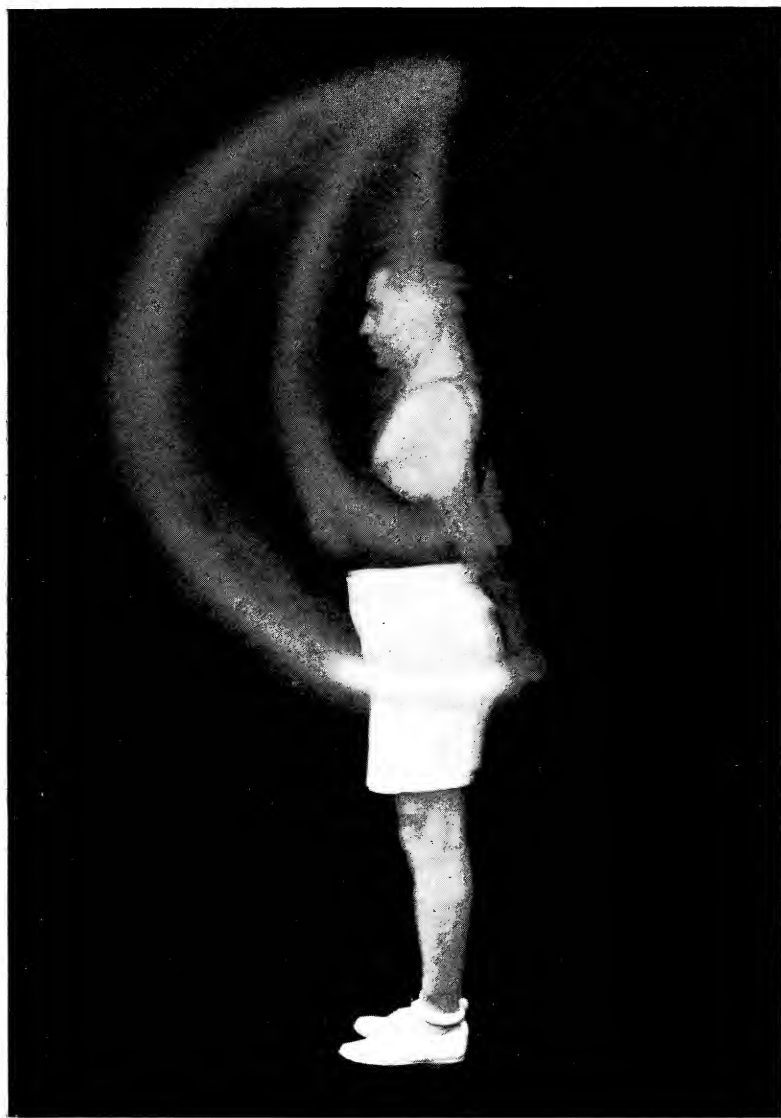


FIG. 11—DOWNWARD AND UPWARD ARM SWINGING. 91

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to convey an impression of bodily power; usually he will find it equally hard, if he be observant of himself, to convey an impression of mental power. Darwin may have been an invalid most of his life, as viewed from the strong man's angle. Darwin did not lack mental power, but he was a genius; most men are not geniuses, and it is a safe rule, in general, that he who does not stand on sound legs will often give as poor an impression of his mental as of his physical power. Let the reader's mind rove among his own acquaintances and let him note how many assured exceptions he can find. After this mental inspection the student will be all the more ready to give abundant attention to exercises that will strengthen his calf and thigh muscles.

Throughout this volume an effort has been made to make any given exercise, except in the case of the foot work in Chapter II, serve as an antidote or rest from the strain that may be induced by the preceding set of movements. Such an exercise is shown in Figure Number Eleven. Standing erect,

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with hands at the sides, the student is to raise his hands smartly overhead. Now bring the arms down with a swift sweep to the position shown with the hands well to the rear of the body. Without any pause the arms are raised again overhead, then brought down and back, up again, and so on. At first this movement should be carried on until the arms have been raised and lowered from fifteen to twenty times, a "time" comprising the completed movement until the arms are overhead again. Later, more than the given number of times may be used to advantage.

At the outset there will be a tendency to bend the body forward as the arms go down. This must be resisted. The correct position of trunk and head throughout the movements is erect. Bending forward would deny the benefits of this exercise.

Breathing should be natural, but as soon as the movements can be executed with speed the intake and expulsion of air should be correspondingly vigorous. This is a movement in which deep breathing can be

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made to serve peculiarly well in building up a deep and flexible chest, and the chest muscles, as well as the lungs, are considerably employed.

While the chest muscles receive employment, it will be noted that the abdominal muscles also have their employment. The greatest effect of all, however, will be noted in the back muscles. If the student were unwise enough to repeat this exercise several scores of times without pausing, it is likely that a lame back would apprise him of over-employment of the back muscles. It is principally through the benefit to the back that the movement aids in creating a naturally easy and correct carriage. Performing this work with due attention and speed, accompanied by deep enough breathing, the student will find himself aware that he is standing straighter than usual by the time that he finishes the movement.

An entirely different movement, yet somewhat similar in its effect of straightening and improving shoulder carriage and movement,

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is displayed in detail in Figure Number Twelve. From a position of standing with arms at the sides, the arms are raised shoulder high. The shoulders are briskly rolled backward and forward by means of making the fists move in circles about a foot in diameter. The photograph explains the idea exactly. It is done with plenty of vim, but trunk and head should be held erect, though at ease and without straining. There is a natural tendency with beginners in this movement to incline head and trunk backward, but this must be overcome. Throughout the body must be held in position, yet so easily that the arms and shoulders do all the work. Fifteen seconds is at first long enough to continue the movement, which, after some deep breathing, may be repeated. Later twenty seconds, and finally half a minute, may be given to each of the two bouts.

When well performed, in addition to being an excellent shoulder exercise, this movement provides much accelerated circulation in the parts employed. It is a wholly satisfactory



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“warmer-up,” for which reason it may often be well used at the commencement of a morning bout of exercise in a well ventilated and chilly room. It is also excellent work with which to close the drill period in the morning, though hardly one to be used too close to bedtime on account of its tendency to stimulate excessively through its heavy increase in the circulation of blood to and from the head.

In the beginning it will be enough to acquire the technique of the movement. Afterwards it will be well to make a conscious effort, in moving the shoulders, to get them, as far backward and forward in rolling as can be managed. In the more exaggerated form it will not be well to continue the exercise too long. As the movement ceases breathe deeply, but while going through the drill breathe naturally. A variant of this movement is to go through with it more slowly, but with consciously greater muscular effort, inhaling as the shoulders are rolled backward and exhaling as the shoulders are rolled forward.

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By the time that the student has gone this far he will do well to be content, for a few days, with the exercises already learned. It is time to make sure that he is getting the most out of the exercises so far learned, that he is doing each exactly as directed, and that he is getting the most possible from each movement. It is easy to learn any of the exercises offered in this book, but it is quite another thing to do some of them well.

At this point the reader should also take account of stock of benefit derived during the time he has been engaged in the drills. Does he stand more at ease than formerly? Does he carry his head in better poise? Has the carriage of his shoulders been improved? Does he breathe more easily? Can he walk farther? Does he display an appearance of better bodily control? Above all, does he feel more "alive" than he did at the beginning of the course? If he be obliged to answer any of these questions with a candid negative, then he will not have far to seek for the right explanation.

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If the time devoted to the exercises up to this point has been well spent there will be a very decided improvement in the reader's excellence of bodily carriage. The improvement will have been so great, in fact, that many a reader will feel tempted to disregard the suggestion to refrain from mastering new exercises at once; he will wish to go ahead learning new work and gaining new benefits. But nothing will be gained from hurry, while much will be lost if time be not devoted to gaining greater skill in the movements already learned.

Perhaps the reader will discover that certain of the exercises performed in the morning are likely to cause lameness in some of the muscles later in the day. In that case the same movements should be employed in a before-bedtime bout, but at this end of the day they should be performed a less number of times, then employed the next morning in the usual way. By such treatment the tendency to lameness will speedily disappear in a man with anything like normal muscles.

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In many little things connected with the
bout the student will find his own intelligence
a safe guide. It will aid him in deciding
many a little question that can hardly be
anticipated on the printed page. Yet mere
indolence and a dislike for much physical
exertion should never be permitted to mas-
querade as "intelligence"!

CHAPTER VI

MORE DRILL, WITH BREATHING STUDY

FROM this point most of the exercises will prove to be of the kind that call for more vim and the use of greater strength. A good example is illustrated by Figure Number Thirteen.

In this movement, as usual, the student begins by standing with hands at his sides. The first phase is executed by clenching the fists and thrusting the elbows behind the body, forearms horizontal over the hips. The elbows should be brought back with a jerk that is felt in the shoulder blades. Having reached this position the fists are shot upward over the head with arms fully extended. This is done with as much vim as though the student were striking forcibly some object overhead. Now, instantly relax the

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arms and swing them as shown, downward, carrying the fists behind the thighs. Reaching this position, swing the relaxed arms back to the overhead position, next dropping the arms to the sides in the position at beginning.

Now repeat, doing it slowly at first, until the whole movement has been mastered and is performed rhythmically. For the first two or three mornings it will be sufficient to do this exercise ten or twelve times, afterward increasing the number slowly to twenty or more. Should the reader find it a favourite exercise he may safely go through with it thirty or more times in a bout after he arrives at the point where such number no longer wrenches or fatigues.

While doing this the body is not to be inclined forward or backward, though there will be a very natural tendency to commit both of these faults. A glance at the illustration will show that the body is held erect throughout the exercise.

As to breathing, that will better be done

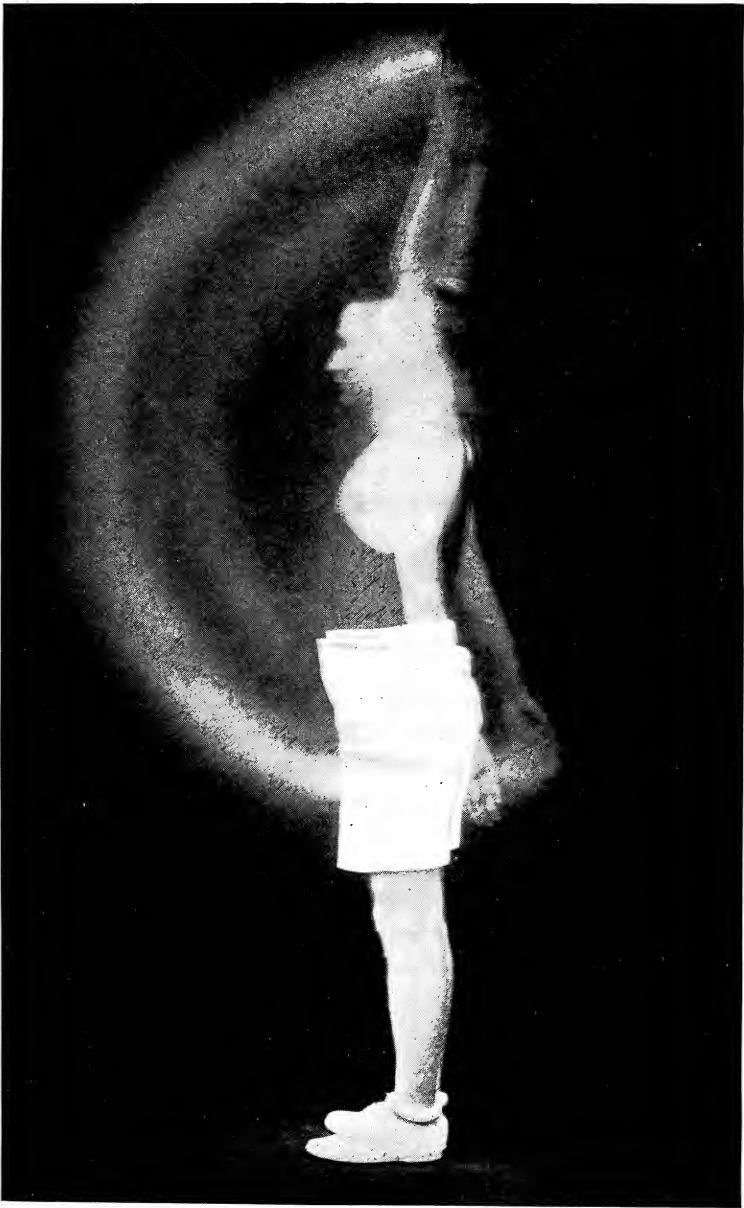


FIG. 13—DOWNWARD AND BACKWARD ARM SWING. 105



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naturally at the outset. Later, should the reader prefer, let him inhale steadily until the arms have been swung back overhead, exhaling rapidly as the arms are dropped to beginning position at the sides.

It will not be necessary to state which muscles are benefited by this movement. The effects will be at once apparent to the student. While no one exercise movement can suffice for any one, the one just described combines the excellences of several that have already been offered.

Not only should this movement be used in the morning but daily after it has once been adopted; it should be used again in the evening, though with a less number of repetitions. When the muscles have become accustomed to the vim and snap imposed the movement will be found to possess a decidedly stimulating character.

Relief from the strain of this exercise is shown in Figure Number Fourteen. From the beginning position with hands at sides the student hops and straddles, at the same

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time extending his arms overhead. Next he bends the trunk forward to half bend, or lower, at the same time swinging his arms downward and thrusting his hands between and to the rear of his legs in the exact position shown. Then the arms are swung up over the head and the body bent backward. This should be performed, in the beginning, six or eight times; later on the number should be increased to twelve or fourteen.

At the outset this movement should be executed slowly, but after two or three mornings the speed should be increased somewhat, though never to the extent of making it a positively brisk movement. The breath should be inhaled on the downward movement, exhaled on the return to erect position and the bend backward. There should be no pause between return to erectness and the bend backward.

Only a little study of the illustration will be needed to make plain the execution of the exercise depicted in Figure Number Fifteen. The first phase is performed by closing the

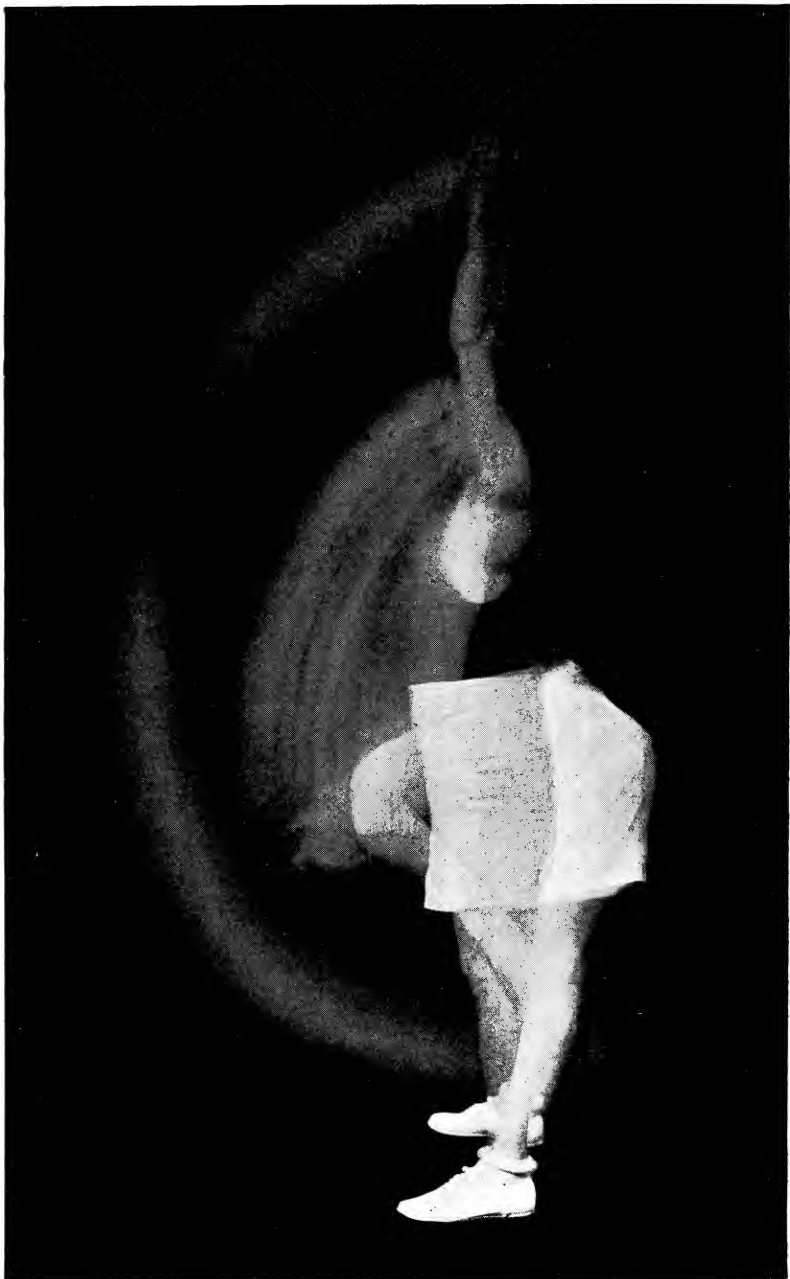


FIG. 14—SIDE STRADDLE AND TRUNK BEND.

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fists and flexing the arms over the shoulders, as shown, with the knuckles to the rear. At the instant of doing this step to the right on the right foot. Next lunge sideward to the right as shown and extend the arms sideward, knuckles still to the rear. Return to beginning position, again flexing the arms over the shoulders as before. Repeat three times to the right, then perform the same movement four times to the left. Then perform, in alternation, four times to either side, breathing naturally but deeply all the time.

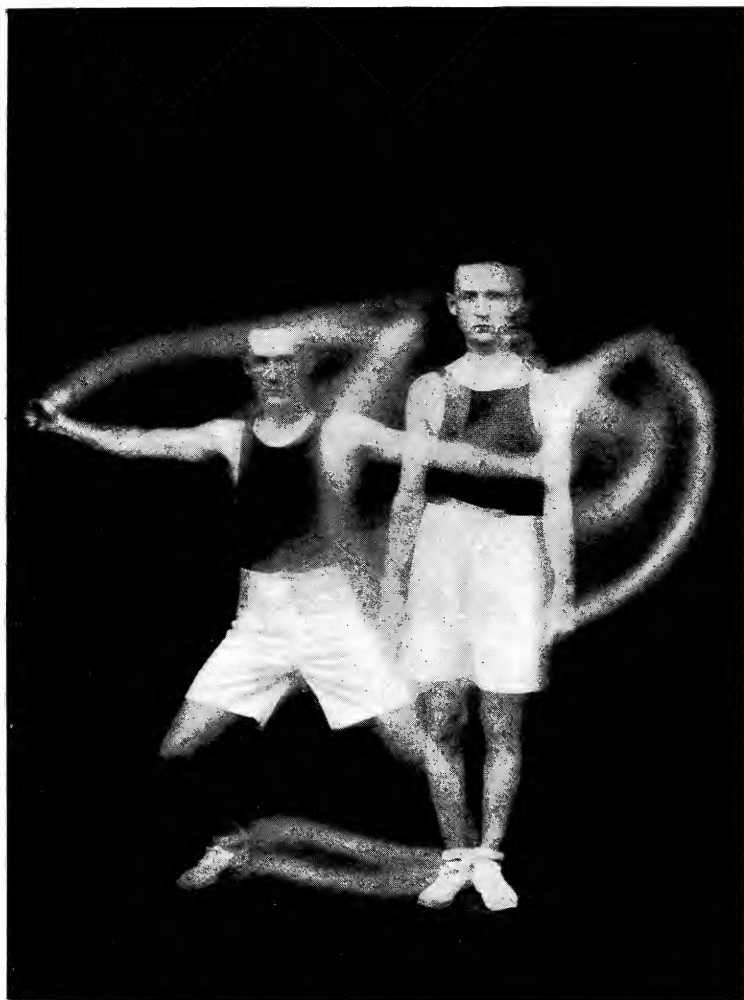
Apart from the muscular work involved this complete movement is a fine energizer of the circulation of the blood. The greater the speed, of course the more vigorous becomes the pulsing of the blood through the arteries. Yet excessive speed of movement is not called for. After he has accustomed himself to this exercise the student will learn for himself the rate of speed from which best results may be obtained.

Whenever any of the exercises result in too violent breathing the reader will know that,

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first of all, he has indulged in too much speed. Any ordinary acceleration of the breathing should be ignored, but if the efforts of the lungs become too pronounced, the double hint is conveyed for a short rest, and for greater moderation in speed thereafter. Once the body has become really accustomed to the work there will be little danger of becoming badly winded.

At this, as at every other stage in training for good bodily carriage, careful, analytic heed must be given to the subject of correct breathing. In the performance of each and every exercise the breathing should be deep enough and heavy enough to enable the student to carry on his exertions in comfort, but the writer has frequently observed men in training who appeared to believe that exaggerated heaviness of breathing was called for. The careful, exact accommodation of breathing to the amount of effort employed is a subject worthy of the student's utmost attention. No movement described in this volume calls for very audible breathing, and



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if an exaggerated result be obtained the reader should at once reform in this respect, and thereafter should pay far more attention to the work of the bellows located behind his ribs.

It is not a difficult matter to acquire, while exercising, such a false idea of the employment of the lungs that a new and deplorable "breathiness" is created. If the fault appears it should be removed as speedily as possible. In some subjects it may be found that a few of the exercises described between these covers will call for something like twenty per cent. harder breathing than one naturally makes use of in walking briskly. Should the increase in heaviness of breathing with these movements appear to be greater than that, the reader should at once change both his way of doing the exercise and his manner of accommodating effort with breath. The greater part of the movements offered in this volume do not call for more rapid or violent breathing than one uses in walking.

As the last statement may appear to bring

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up the question as to the heaviness of breathing required in walking, it is well to make it clear that pedestrianism is never known to provoke excessive breathing unless a heavy burden be carried. A "green" soldier, carrying fifty pounds of extra weight on a long march, may easily fall into the trick of puffing his way along, yet not even the newest recruit would do this if he were free of all burdens save his own weight—unless he carried what is only another form of extra weight, obesity. In a man who is close to normal weight, who is walking along a good road, there will be no tendency toward hard breathing.

On the other hand, the deliberate intake of deep breath while walking is not excessive breathing, and it will do no harm. For that matter, there are few men who enjoy deep breathing, while walking, for more than the length of an average city block. After going that far under increased lung power, they will naturally drop back to normal, easy intake of breath.

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In exercising, however, it is very easy for the misguided student to acquire the habit of breathing stertorously while going through brisk or fatiguing movements. It is a mistake of course, but one which, once recognized, can be easily corrected. Too heavy breathing, while exercising, causes fatigue early in the bout. It causes a more rapid heartbeat than the exercise itself should provoke. One of the apparent effects of over-breathing easily and early recognized by the observant student is a more or less marked redness of the face. This silent signal should be heeded and the remedy found.

Verification of the foregoing may be readily provided by the student if he will perform a very simple experiment. When he begins a bout of exercise with deep breathing of fresh air let him prolong this part of the morning's work to really undue limits for once. In the end he will note some feeling of distress that will presently make him glad to stop this part of the drill. He will note, also, fatigue and a rather bored disinclination to go on with the

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movements of exercise. After two or three minutes of relaxing, though, he should find himself over the bad effects of his experiment, unless he has carried it too far, which he is not likely to do.

One of the bad effects that result from the habit of breathing too stertorously while exercising is that the heart is forced to do more work than the actual physical endeavour calls for. Persistence in excessive breathing is likely to bring feelings of distinct discomfort around the heart. If this stage be reached, either through exaggerated experiment or misdirected physical effort, the indicated need is very apparent. Rest! In students below normal in health the rest might well be extended to last until the next bout of exercise is due, when more care should be used with the breathing.

In the same way that all faults of breathing should be watched for during an exercise bout, they should be stalked and noted through the business day. Let us assume that the reader was formerly "breathy"

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after any unusual exertion during the business day, and that he now discovers either that he is no longer so, or that he is so in much less degree. If all "breathiness" has disappeared, he will know at once that he has been conducting his breathing work along right lines. Should he observe that he is at least much less troubled with shortness of breath than formerly, he may well conclude that he has eliminated some of his earlier trouble, and that continued physical work, backed by careful study of his progress, will presently put his breathing apparatus in the condition that he desires.

On the other hand the student who was not formerly annoyed by "breathiness," but who has lately acquired it in some degree, will know that he has been managing both his breathing drills and his exercises badly. He will then know that he needs to give most careful attention to his breathing during bouts. Fortunately, this latter class will never be large, and no one needs belong to it who does not want to.

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It will be recalled that several of the foregoing exercises have been recommended for strengthening the shoulders and forcing the student to carry them more squarely. It is not at all likely that any student who, before taking up these exercises, carried his shoulders well will find them now drooping forward. But here and there a reader may discover that, after he has followed the exercises for a fortnight or so, the slump in his shoulders has not been much improved. In that case his analysis can lead to but one conclusion. He has not made good use of the shoulder work, and should at once set about remedying this slight in his physical work. *The muscles will hold the body in good or bad carriage, just as they are trained or encouraged.*

Let us suppose another case, of which there are likely to be many examples. The reader, after going through the drills with at least fair enthusiasm for a fortnight or so, suddenly notes a disinclination to go on with his training. The causes leading to this state of mind may be numerous, but at least the

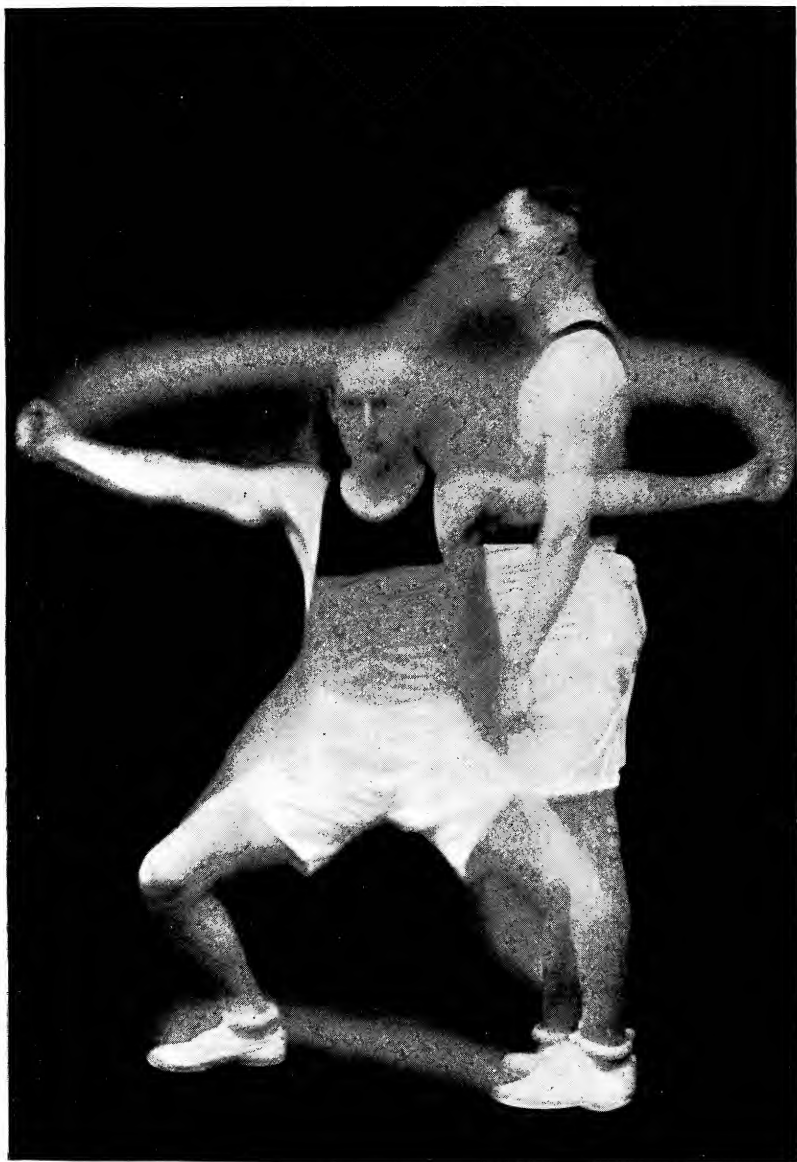


FIG. 16—FORWARD STRIDE, SWING AND KNEE BEND. 121

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principal ones may be stated. The most likely cause of the disinclination is that of late the student has not been as much in the open air as he should have been. He has been breathing bad air; possibly, because of extremely cold weather, he has been sleeping in a room no window of which was open during sleeping hours. The second most likely cause of the disinclination is that lately the student has not been granting himself his full amount of accustomed or normal sleep. In this case disinclination to physical drill is caused by the presence of fatigue toxins in his body. Ordinary fatigue, apart from the bed-time variety, may often be overcome by moderate indulgence in exercise; fatigue caused by lack of sleep is only made greater by physical exertion in any form. During any period when there is unavoidable lack of sleep exercise should be discontinued.

As to what constitutes a normal amount of sleep for a male adult there are many opinions and none of them infallible. The writer feels safe in saying, however, that no man

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can do wisely with regular sleep of less than seven hours in the twenty-four. Eight hours furnishes the more commonly accepted standard. Nine hours would be excessive for most normal men, though not for all. Should there appear to be, for several consecutive days, a real bodily demand for more than nine hours of sleep in the twenty-four, then undoubtedly the case belongs to the physician, not to the trainer.

Now let us consider the exercise depicted in Figure Number Sixteen. The starting position is not shown, as it consists of standing erect with hands at sides. From this position take a long stride forward with the right leg, and at the same time flex the arms with the elbows out sideways and the closed fists over the shoulders, knuckles upward. From this attitude face abruptly to the left, pivoting on both heels, and strike the arms out to either side vigorously to a horizontal position, with the knuckles down. In this position the knees are bent as shown. Instantly recover to position of the forward

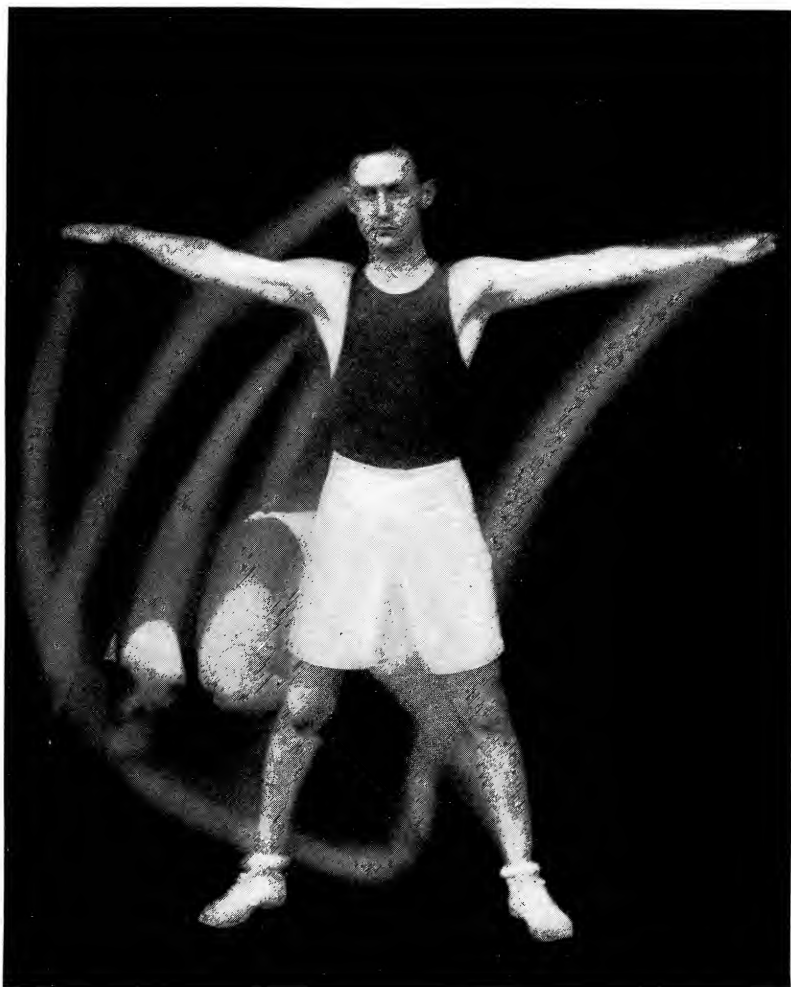


FIG. 17—KNEE BEND AND THIGH CLASP.

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stride with the right leg with arms flexed and fists over shoulders. Bring the right foot back beside the left and return to original position with hands at sides.

Repeat this with the difference that the forward stride is made with the left leg, followed by facing to the right, at the same time bending the knees and striking out sideways with both arms. Perform the movements several times, first to right and then to left. In bending the knees it is necessary that they be well bent, the weight resting on the full foot after the pivot on the heels.

At the outset there should not be too many repetitions of this exercise, but the number in a given bout may be very gradually increased at the reader's discretion. In the case of these movements, as with some other sets, the number of times of performance should be fewer in the before-bedtime bout than in the morning drill. It is decidedly a stimulating exercise as well as being one that makes very surely for satisfactory bodily carriage.

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Much simpler in detail is the work shown in Figure Number Seventeen. Standing with hands at sides, raise the arms horizontally sideward. Bending the right knee and the trunk obliquely forward to the right, lower the arms and clasp the right thigh tightly. Then rise to position with arms sideward. Repeat to the left, then to the right. Carry this work on continuously, alternating the movement to right with one to left until the movement has been executed several times to each side. Breathe naturally while doing so.

At first thought the movement shown in Figure Number Eighteen may appear to be very decidedly a "resting" exercise. There is nothing violent about the exertion itself, though at first the shoulders may "catch it." Grasping either end of a folded towel with the hands, arms down in front, swing the towel over the head, bring the arms down with the hands behind the thighs. Immediately return to the former position. Repeat to a total of fifteen or twenty times, counting



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a "time" as the completed movement from front to back and return. The reader who wishes an additional exercise for straightening the shoulders will find that he has it in this movement. Moreover, this movement, performed a sufficient number of times, makes the student feel uncomfortable if he tries to slump his shoulders forward immediately thereafter.

It will soon be discovered that all three of the last offered movements have a strong effect in securing upright carriage. If the truth of this be not at once apparent, as regards the movements shown in Figures Number Sixteen and Seventeen, the results will none the less soon be discovered. The last exercise of the trio, with the towel, gives the culminating touch.

Once again it will be well for the student to halt in the matter of learning new exercises. Those that he has mastered so far may well claim his full attention for a few days before seeking new muscular fields in which to conquer. Even though the reader were never

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to learn more than six exercises, it would be better to perform that number over and over, doing them well, than to have several times as many of half-digested movements.

In each morning's bout the reader should make careful analysis, in order to determine which of the movements possess the most stimulating effect. Only a portion of the "stimulants" should be attempted in the before-bedtime bout, and all that are employed in the evening should be performed a less number of times, and with a trifle less vim, than in the morning drill. One of the delights of attaining to correct bodily carriage will be found in the gradually increasing knowledge of the especial aim of each movement. The reader's own sensations, carefully studied, on returning to starting position and halting, will prove the best possible guide, after a few days of training, to the benefits that the trainer expects the student to derive from each set of movements.

A clever English satirist has declared that his chief sensation when exercising alone

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is one of utter foolishness. This confession implies another. The writer in question, evidently, did not continue his exercising after the second morning, possibly not after the first. Had he persevered for a few days, following a sensible system of drill, he would have discovered the pleasure that comes from daily physical drills. This pleasure is found not only in the satisfaction derived from improvement, but also in the consciousness of increasing insight into the reasons that underlie the choice of all valuable exercises.

CHAPTER VII

ADVANCED AND "STIMULANT" EXERCISES

BY the time that the reader has gone this far in a systematic attempt to master the exercises presented, occupying, say, a period of a fortnight of training before taking up the work to which we now come, his back muscles, regardless of their earlier condition, should now be in excellent form.

The movements that will be described in this chapter must, if followed in the manner advised, soon complete the work and give the student correct bodily carriage and the best physical appearance of which he is capable. Some of the work that is now to come would cause a beginner's back to ache badly if much persisted in, but the student who has gone in proper fashion through the



FIG. 19—TRUNK BEND, FORWARD AND BACKWARD.

earlier drills need look forward to no complaint from his muscles.

Figure Number Nineteen is all but self-explanatory. The student takes erect position with his hands on his hips. Not bending the knees, he executes the half-bend forward, pausing just long enough to make a “hitch” in the movement when the bend has been completed. Then at once the head is carried erect again, with another “hitch” on reaching that position, then bending backward from the waist line as far as he can go. After that he returns to the position of head erect, followed by the half-bend, and the entire movement is gone through with again. At first this should be done not more than a dozen times, count being taken as the head reaches the half-bend in front. Later on the number of counts may be increased as the student judges his power to perform without undue fatigue.

By way of caution it should be said that not less than a full half-bend forward should be accepted. One of the reasons why this

movement was not advised earlier in the course is that it would then have called for harder back work than the student might have felt inclined to give. Care should also be taken to make the backward bend of the trunk a really good one. It is the thoroughness with which this exercise is performed that will make for good results. The final point to be watched is that the knees are not permitted to bend at all when bending forward, and only very slightly when bending backward.

In case the back *does* ache a bit after executing this movement with becoming vim, the student may lie down—on the floor. He will then be in exact position for the exercise exhibited by Figure Number Twenty. The hands are to be clasped under the back of the head. Bring the right knee up until the thigh of that leg stands at right angles with the trunk. This is done rather vimfully, with the foot brought to the position shown by the lower of the two elevated feet in the illustration. Then, briskly, the foot is raised to the



FIG. 20—KNEE WORK FROM HORIZONTAL POSITION.

uppermost position shown, after which it is lowered quickly to the position it has just left. Then, with a jerk, the leg is straightened, the right foot returning to the side of its mate. Then the same set of movements is executed with the left foot. Each leg should be exercised in this fashion ten times, and of course the number may be increased in following days.

Should the student wish to get the most from this exercise he may amuse himself by finding how easily and quickly he can return from the prostrate to the erect position. It will be much better done after a week of effort than on the first day.

In each of the foregoing exercises the breathing should be natural; that is, taken easily and as needed, without special direction or thought. Neither set of movements is hard on the student's wind.

Figure Number Twenty-one calls for work that, once the principle has been mastered, makes for speed and agility. The student throws himself forward, resting on his hands,

then extending one leg back and resting it on the toes, as depicted. Then the other leg is extended, the foot resting in the same way beside its mate. Now, with a spring, the left foot is brought forward, as shown in the illustration. Then it is thrown back beside its mate, and it is the right foot's turn to take a trip forward in similar fashion. This is repeated, in alternation, until each leg has been through the movement about ten times.

Should it be found, as occasionally is observed, that one leg behaves much better than the other, the principle of alternation may be broken every now and then, and more than half of the work given to the less nimble leg. As soon as both limbs respond equally well the principle of alternation is to be taken up and continued. Breathing is at all times to be natural and easy.

All three of the exercises so far suggested in this chapter may be mastered, in principle, within five minutes. They are worthy, however, of being studied carefully through several bouts, for, while the theory is easily



FIG. 21—CROUCH AND LEG EXTENSION.

obtained, skill, grace, and rhythm of movement do not come immediately. There should be no attempt at learning further work until the trio just described can be performed well every time that they are undertaken.

With twenty-one exercises, in addition to the two forms of deep breathing and the foot-work, the student has now a rather formidable lot of work to go through in fifteen or twenty minutes. At the outset he would not be able to accomplish so much, but with practice come sureness and agility, and also freedom from aching muscles. Much may be done in fifteen minutes or a slightly longer period. From the beginning, and as long as these exercises are continued, the cardinal principle should be established that the work is not to be done with such briskness or with so little pause between exercises that the lungs and heart are overtaxed. When the student finds himself beginning to pant he will know that the signal has been hoisted for a pause and the recovery of his wind. With such simple caution employed

the drills will do no harm to the man in normal health.

This caution observed, agility and speed should be used to the limit of safety after the training has been going on for ten days or a fortnight. The earlier days of training are really spent in accustoming one's body to new habits. After those days have been passed the aim should be toward ever-increasing virility of movement—always within safe limits as outlined above.

Whatever length of time be devoted to the morning bout, the evening drill should occupy not more than two thirds as much. It must always be remembered that a really over-stimulated circulation of the blood does not make for early or sound sleep. Any tendency toward wakefulness and restlessness after retiring for the night should be regarded as an indication of the need of reforming some features of the evening bout.

By the time that the course has been pursued to this point the student should be a keen observer of benefits derived from the

training. If his color be good, his eyes bright, his body dominated by a sense of capability and well-being, he has won the full reward from his efforts. If he be still inclined to have aching muscles he may know that he has either overdone his exercising, or has omitted it too often. Should he find his eyes dull and have a general feeling of heaviness, the fault may proceed from incorrect application of the drills, or from lack of sleep. It is assumed that, in any event, the student is free from dissipation. No man can use alcoholic beverages and exercise with any hope of benefit. Combined, they impose an undue tax upon the heart, and that is only the beginning of a chain of ills resulting from the combination.

Some years ago a man complained of the flabbiness of his muscles. Naturally the writer advised him to take up a course of exercises. Probably the resulting idea was conceived only hazily, for the man afterwards announced that he had joined a bowling club and was putting in an hour and a half

an evening at that sport. The plan was bad in itself, for no one form of exercise can be made to serve the purposes of a systematized combination of exercises.

"Have you been bowling tonight?" inquired the writer.

"Yes; I'm on my way home."

"Do you catch that scent of whiskey on the air?" was the writer's next question.

"Oh, yes," smiled the new convert to exercise. "I think it must come from my breath."

"Then you've been taking a few drinks?"

"I have to when I bowl," was the prompt confession. "After I have been at it a few minutes I find my heart complaining, for I have a weak heart. A drink of whiskey every fifteen or twenty minutes, and I go right through with my bowling, and I feel quite happy."

"How do you feel now?"

"A bit tired. The exercise is beginning to tell on me, now, and I think I am ready for bed."



FIG. 22—CROUCH AND LEG RAISING.

This man heard, with patent astonishment, the writer's opinion that, if he really had a weak heart, he would derive vastly more benefit from the physician's care than from the bartender's, and that alcohol and exercise combined only made a weak heart weaker.

“What you feel, right now,” the writer continued, “is undoubtedly some muscular fatigue and much more reaction from alcohol. Go to your physician, and if, after examining you, he approves of exercise for you, take up some systematized course of varied exercises, and leave alcohol wholly out of your scheme. Alcohol and exercise are like oil and water; they do not mix, and the man who won't leave alcohol alone must give up hope of benefit from gymnastic work.”

That man walked away plainly unconvinced, but he soon after gave up—exercise. Later, in the parlance of the street, he “gave up” a considerable sum of money to the management of one of the well-known cures for inebriety.

Fortunately, advice against the use of al-

cohol is not as necessary now as formerly. Only a small minority of active men of business use alcoholic beverages today. Those who do are crowded to the wall everywhere, for large and "going" business concerns will have nothing to do with even the "moderate" drinker. He may go along for a while with the semblance of success, but he is soon scrapped along with other junk. The time must come when it will be discovered by his business superiors that he is given to the daily use of at least small amounts of alcohol.

Success goes today to the men who are surely alive, but they must really look the part. Hence the student is urged, as he progresses in the training advised in this volume, to keep close watch over his appearance. After training his carriage and gait must be easier, his general air much improved, and his eyes brighter. If he be dissatisfied with the results of such inspection he should seek the answer in the foregoing pages. It is there, somewhere.

One of the best "fresheners" before leaving

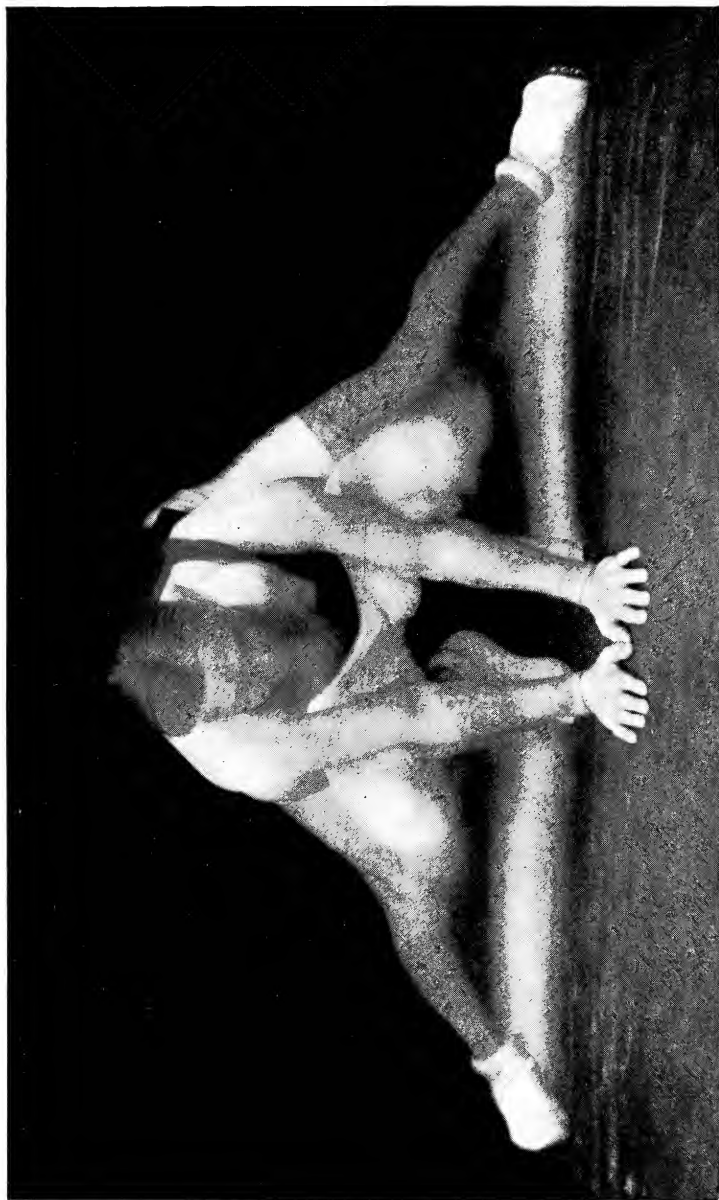


FIG. 23—CROUCH AND STRADDLE.

one's home in the morning is the use of a cosmetic that never injures the skin, that most natural and valuable of cosmetics, cold water. In all except the coldest months this cold water should be dried only by patting the face gently with a towel. Ninety-nine men in a hundred will prefer the same method of drying even when the mercury skulks around the zero mark. This shock of cold water brings added colour to the cheeks and new lustre to the eyes. One business man of the writer's acquaintance uses it just before stepping out of his office at any time in the business day. His associates comment upon the invariable freshness of his face and the look of vitality in his expression.

Two forms are possible in the set of movements exhibited in Figure Number Twenty-two. The usual way of taking this exercise is to bend over until the palms of the hands rest on the floor, care being taken that the knees bend very little to accommodate the posture. Raise the right foot with a swing, carrying it hip high. Return the foot to

position beside its mate, then go through the same movement with the left foot. At first four swings may be made with either foot. Later the number may be increased, though not by too many times as discomfort will then arise from holding the head down so long.

As a variant, or addition, a vigorous kick backward may be used, at the same time carrying the foot as nearly to hip high position as is convenient. An excellent way to employ this form of the movement is to add two kicks apiece to the four swings with each foot. On return to erect position the reader will be able to tell for himself what muscles have been most employed and are therefore benefited.

"Stimulant" may be fitly applied to the exercise shown in Figure Number Twenty-three. The student crouches, palms of the hands on the floor, feet resting on the toes and heels well up. A straddling hop is made, bringing the feet into the other position shown in the illustration. Now the feet rest on their inner edges. A second hop carries the student

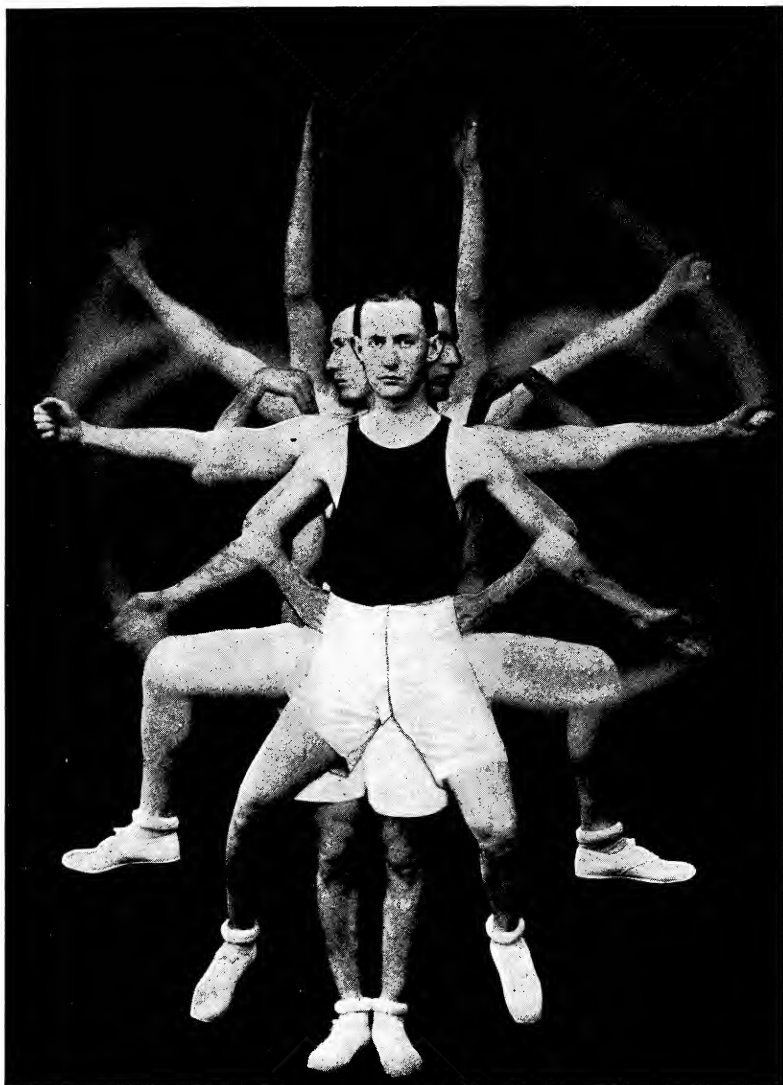


FIG. 24—COMPOSITE EXERCISE FOR LIMBERING UP.

back to the crouch, and the movement is completed. At first from six to eight hops should suffice, but the number may be increased later.

As the essential principle of this exercise lies in the hop the reader should note that sliding the feet sideward is not at all the same thing, and should not be used as an easier alternative. The hop makes for springiness, which is the excuse for its employment.

Detailed study must be accorded to Figure Number Twenty-four. Impressive carriage and appearance are much needed by those who would succeed in the business world. Undeniably the reader who could appear before another man looking exactly like the illustration would secure his host's attention instantly. After scanning this picture for a moment one feels that the old many-headed and many-limbed Hindu idols are not at all incredible beings.

For the student who has mastered all the foregoing exercises this complicated set of movements is intended as the show-piece.

The network of human members looks more bewildering than it really is when well executed.

There are three positions to be observed. For the first the student, standing erect, with hands at his sides, begins by turning his head squarely to the right, at the same time bringing the right arm, fist closed, upward until the upper arm is horizontal. The forearm is brought over until the hand is over the shoulder, the hand opening and fingers touching the point of the shoulder. The arm, with fist once more closed, is moved back to the side, when the fingers are extended, the head at the same time moving back to the front. At the same time that the head is turned and the arm raised the right leg is raised, sideward, the thigh being horizontal and lower leg hanging. The leg is lowered to normal position as the head is turned forward and the arm is lowered. Now this movement is repeated to the left.

The second position is taken by standing erect, hands on the hips. The right leg is

raised obliquely forward to the right until the thigh is at an angle of sixty degrees from an imaginary horizontal line passing through the hips. At the same time that the leg is thus raised the right hand is carried to a point about nine inches behind the right hip, the arm being fully extended and palm to the front. Return to erect position, hands on hips, and repeat the movement to the left.

For the third phase, standing erect, hands at the sides, the arms are raised to vertical position overhead, palms turned in. The arms are next lowered to an angle of sixty degrees from the vertical to sideward. After the briefest pause at this angle, the arms are then lowered, and the fists, which were closed at the reaching of the sixty-degree angle, are opened as the arms fall into natural position at the sides.

Something of a feat of memory being involved in the performing of this exercise it will need to be repeated studiously, phase by phase, with many references to the illustration. When mind and muscles have both

memorized the task then the student will do well to go through the combined set of movements from four to six times in any given bout.

When possible this last work should be executed slowly before a pier mirror, for the effectiveness of the exercise depends largely upon the correct observance of the angles directed for the various movements with arms and legs. By the time that they can be repeated flawlessly in sequence the reader will then do well to increase the speed reasonably. He will possess a feat that the uninitiated will find it impossible to follow.

Should the reader wish a name for this climax in drill he may be interested to know that one irreverent observer called it "The Spider." It might equally well be designated "The Hindu Idol." By whatever name it goes it will, if performed accurately and with fair speed, bewilder the observer.

By the time that the reader has really mastered, past the "forgetting point," all the exercises that have been described he will be

in possession of a system of training which, followed daily, in morning and evening bouts, will make incorrect bodily carriage impossible except in moments when he might wilfully and intentionally distort the natural lines of the body. In a word, after a few weeks with these drills, faithfully performed, the body will naturally fall into the correct pose whether seated or standing.

When the system is learned thoroughly, and correct bodily carriage has been secured, it is not to be assumed that the need for the work has ceased. Three weeks should be ample time in which to learn all the movements and how best to apply them in each individual case, but the morning and evening bouts should be continued for at least three months. The wisest student will be he who makes at least a morning bout a part of his daily routine through the years. Even the student who discontinues these physical drills after three months should take up the work again every now and then, persisting for at least three weeks each time.

Should the reader live or at any time be near an American Army post, he should make an effort to secure permission to be present at one or more of the drills in which the soldiers go through a long list of setting-up drills. He will learn much from listening to the military instructor and through watching the men execute the movements. If he witness the work of trained soldiers he will see a nearly faultless performance. On the other hand, should the men be recruits the visitor will gain much from seeing the unerring way in which the instructor singles out and corrects men who are executing any of the movements even a shade less correctly than may be properly expected.

Now that all of the exercises illustrated have been explained the writer, in the remaining chapters, will discuss ways of rounding this system into a method of the greatest obtainable perfection.

CHAPTER VIII

HOW TO USE ASSURED BODILY CONTROL

WHEN the reader has acquired all of the exercises it will be time for him to make a lay-out of the work according to his own ideas and recent experience. As a general rule it may be stated that all of the movements described in these pages should be executed each day. As there should be morning and evening bouts thoughtful attention should be given to a definite system of dividing the work up between the two bouts.

It has already been suggested that the evening bout, terminating at least twenty minutes or half an hour before retiring time, should be not more than two thirds as long as the morning drill. Thus, if fifteen minutes be devoted to the work in the morning, ten should suffice at night. If twenty minutes

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be given to morning exercise, the evening period should last from twelve to fourteen minutes.

Following the same principle the really stimulating exercises should be noted; of these two thirds should be listed for the work on rising, the remaining third being saved for the evening bout. Moreover, the lightest of the stimulating movements should be those done at night.

Rather more than half of the foot exercises explained in Chapter II. should be employed in the morning, and these the harder ones; the remainder should be practised at night.

It would be a mistake to use, invariably, the same movements for the morning bout and one invariable set of exercises for the evening period. Less monotony will be noted if the program be changed every two or three days. The only exception should be with regard to the distinctly stimulating movements. The best-liked of the lighter exercises may, at the reader's

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discretion, be very well incorporated into both the morning and evening work.

There are other ways of combining the exercises into a program that will often be advantageous. Consider the one shown in Figure Number Twenty-three. Perhaps the reader has advanced to the point where he goes through the movement eighteen times in a bout. He may find it worth while to go through it ten times, early in the bout, and later to do it eight times more. Undoubtedly the greatest benefit is derived from doing any given exercise a few times only, and then alertly springing to some other form of activity. One man of the writer's acquaintance hangs on the wall a list of exercises, with the number of times each is to be performed. Then he goes through the list three times, each time accomplishing one third of the number of movements set down against each form of work. This is an excellent way, and one that gives a feeling of greater variety than there actually is.

Another method is to make up the list and

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go through each movement half of the required number of times until the last exercise is reached. This last one is done the full number of times, and then the list is gone through again, backward, each movement now being given the remainder of the number of times set down against it. The ingenious reader can find many ways of making up a list, and it can even be done so that the impression is almost created that no two morning nor two evening bouts are alike. The less monotony one is conscious of the better the results of physical exertion are likely to be.

To some the plan will undoubtedly suggest itself of separating out all the stimulating exercises and taking these in succession as soon as the body has been warmed up with some light preliminary work. This plan has not so much to commend it, for then all the hardest work is performed at one period in the bout, and many would find that after that the body is a bit too lame to do even the lighter movements with the proper snap

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or benefit. Much the better way is to go through two or three light movements, and then to alternate the heavier and the lighter work, always finishing any bout with an exercise or two of the light and swift type.

How shall the reader know when the first benefits appear? The best and probably the first indication is at hand when no exercise period of ordinary length produces lameness either at the time or afterward. The second indication is when the bout can be conducted, from beginning to end, with no consciousness of overtaxed breathing.

Of course the ultimate benefit is found in improved carriage. The reader may not hope to know when this benefit begins. Some of it is there, undoubtedly, after the very first bout. But growth in correct carriage, for the reader who works well and persistently from the outset, will be so gradual as to seem insidious. The ultimate discovery of benefit, which comes after several weeks of constant drill, is made when the student at last becomes aware of the fact that it requires

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real and conscious effort for him to slump into any exhibition of bad carriage. After this, if the exercises be continued daily, proper carriage will become automatic, for, as the brain and nerves are creatures of memory, so are the muscles in a different degree. Muscles that have been trained to hold the body in correct position almost rebel if the owner of the body attempts any different kind of position.

Setting-up drills have for their purpose the teaching of good habits to the willing body. Just as good habits may be acquired and fixed, so may bad habits. Every reader knows some man who walks with stooped shoulders that surely amount to deformity, and, at first sight, suggest the existence of a hump. This is a case of muscles that have been trained into bad habits. Another man, while carrying himself fairly straight, none the less exhibits a pair of shoulders of which one may sag fully two inches below the plane of the other. Another instance of muscles that have been taught bad habits. Incident-

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ally the first man is cramping his lungs and preventing enough fresh air from reaching their apices. The second man is fostering a condition that will, some day, make it difficult for him to walk many miles in a day.

In business offices where there is much latitude as to deportment many a man will be found who hoists his feet to some support as often as he can and lolls back in his chair. This poor fellow is teaching his body a complicated set of bad muscular habits. His back muscles may be among the first to feel the unconscious attack. Even the man who sits much of his time with his knees crossed is teaching some of his muscles pernicious tricks, and in the end he will surely have to pay for his stupid neglect of his physical condition. Yet men who indulge in these negligent habits do so in the belief that they are making themselves more comfortable. In the end they really make themselves more uncomfortable, for their lounging habits have taught their muscles tricks that call

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for further indulgence in defect-making habits.

It will be worth every reader's time to note carefully just how many lolling habits he has, and to make himself aware of their character and effects. One may assuredly rest himself by sitting, but he will secure no advantageous rest unless his muscles are trained for what should be regarded as correct and normal positions. The reader, however, who wishes to make a catalogue of such harmful practices should do so before he has gone too far with setting-up drills, for the time will come when he has them no more. The change is invisible in a given day, though in the end there will be all the difference between bad and good.

"Do you see that man out there—the one with the shade over his eyes?" inquired an employer, stepping to the glass door from which a view could be had of the counting-room force. "He is a good man and a privileged one because of his value to the place. You will see that he is lounging back

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in his chair, his feet crossed over the rim of a waste paper basket. No; there he goes; he has turned around to his desk, and is humped up over his work. He is going through a mass of reports that require inspection, with further report from him. Can you see his feet? No, for he has placed them on the foot rest of his desk—a part that there never should be to the desk. He has wheeled around because he must write more than a few words. There is Smith going over to speak with him, so he is jumping up and now sits on the corner of his desk, twirling a ruler. Time that man for ten minutes and watch him.”

The timing was done, and a count kept. The man under observation made twenty-eight sharply different poses in that time, though some were repetitions of former ones.

“An efficiency expert would note a great deal of lost motion in that chap,” suggested the visitor to the employer.

“I’ve often considered the idea of having a motion picture camera man come and keep a

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film running on that man for five minutes," grimaced the employer. "I know that Brower would be astonished if he saw the film run off on a screen."

"What is his trouble? St. Vitus' dance?" was asked.

"Nothing like it," came the quick response. "Brower is a fellow of tremendous nervous energy, but he hasn't learned how to conserve it. He wants to do a great amount of work, and, as I've told you, he really is a valuable man, but he would be worth a lot more, to himself and to me, if he could eliminate the jumping-jack defect from his make-up. I pay him fifty dollars a week. Now, let me point out another man to you."

Returning to the glass door another man was indicated. He sat at his desk in easy pose, industriously going through letters and making brief notes thereon. At the end of two minutes there had been no change in his pose other than what was actually necessary to the performance of his work. An office associate stopped to speak to this man; he

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turned sideward and raised his head that he might look into his visitor's eyes, but there was no other change of pose. The conversation over, the man under observation dropped his glance back on his work. Later he had occasion to consult a reference system at a distant point in the counting-room. Without a false motion he rose, walked without hurry to the row of cabinets, found quickly what he wanted, scanned the card, made a note of the information, and returned to his desk. For three minutes more there was hardly a movement by the body of the busy worker. Then he pressed a button at his desk. A stenographer came to him and seated herself. For four or five minutes he dictated short letters, hardly moving a muscle as far as a rear view could determine. The stenographer departing, he merely let his glance fall to his work again.

"That's Mackey," said the employer, when the visitor returned to the latter's desk. "No jumping-jack, is he? His salary is four thousand a year, and he is going higher

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before long. Brower? I don't know. It will depend, I guess, on whether he is able to get his mind off his bodily antics long enough to give a really better grade of attention to the business problems that I want him to work out for me. I wish there were some school or institution where such things were taught. In that case I'd make Brower a present of the fee for the course. As for Mackey, that young man would be wasting his time taking such a course. He has learned that when working at a desk the greatest comfort comes from making the fewest unnecessary movements. But, anyway, Mackey is stronger and more enduring than Brower."

Undoubtedly the secret behind Mackey's greater strength and endurance lay in the fact that he had had systematized training for the muscles that governed his bodily positions and movements. Originally, Mackey had undoubtedly taught his muscles a good deal. Now, his muscles took charge of his body automatically, and enabled it to perform the physical part of his work with

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the least expenditure of energy and a resulting great increase in his comfort.

When, in a large business house, any important promotion has just been made there is bound to be a great deal of humiliated guessing on the part of expectant candidates who have been passed over. In cases of nearly equal ability, as shown by records of achievement, it would astonish the reader, possibly, if he could discover what an important part has been played by the successful one's bodily carriage and deportment. In instances where a man is to be promoted past performances—the writer has this on the assurance of some large employers—do not always count for as much as might be expected.

Excellent past performance on the part of a man, say in Grade D, is not always to be taken as sure indication that he will presently average as well in Grade C, or perhaps in Grade B. The higher the position to which he may be advanced, the more uncertain it is whether the Grade D man is going to be equal

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to the new exactions. Most can naturally be expected from the man who is thoroughly master of himself. A bright mind, demonstrated application, good habits and efficient control of the body and its resources are all factors in a man's availability for going up higher. Employers will often admit that they are governed a good deal by the way the man carries and deports himself. Character, and especially disposition, are often revealed far more in a man's physical habits than he may be aware.

Especially valuable to any man is a reputation for capacity for close attention to detail. Real mastery of setting-up drills, with thought intensively applied to discovering principles and to arranging improved variations in programs for bouts, will soon breed a better brand of attention in most men. Army officers tell us that setting-up work does more than correct bad carriage in the recruit; it gives him perhaps his first real training in attention and discipline. It will very likely do as much for the civilian. The

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man practising alone, and doing it faithfully and intelligently, will improve his quality of self-discipline, which is the avowed aim of all forms of discipline.

“That man,” said an engineer, “is the best foreman I have. He hasn’t had as much experience as some of our foremen, but he knows how to take orders and how to interest his workmen in carrying them out with him. He came to us from the Army, in which he served as a sergeant during his last two enlistments.”

“What gave you the best understanding of the meaning of discipline when you were in the Army?” the ex-sergeant was asked.

“Everything in the training did its share,” was the reply. “It began with the first hour spent at setting-up drill, when I was a recruit. That taught me to obey, and to think while obeying.”

With these few suggestions, let the reader arrange his morning and evening programs, paying due heed and giving due weight to each of the exercises and the purposes for

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which they stand. Nor should any program be followed during many successive bouts. It is doubtful if there can be one *best* arrangement of the program. It should be changed as occasion dictates. It may be that the student stands more erectly than he did before, but is conscious that the small of his back is one of his weak spots. In such case he should rearrange his list, and very likely the number of counts given to some of the exercises. By studying the purposes of the various movements he will know *why* he makes alterations in the program. If he *thinks*, he will help his mind as much as he does his back.

There are men who pride themselves on never being late at their offices or behind-time at an appointment. They do well to be proud, yet possibly they do not devote as much thought and effort to knowing how they are going to perform their tasks after they arrive. Punctuality is an excellent habit, but many good habits are needed in adding up the total that is called character

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or success. While training one's self to possess a valuable assortment of good habits, the reader should never lose sight of the fact that setting-up drills were devised, in the first instance, for giving the body's muscles the most perfect habits obtainable.

Perhaps one more hint is needed for the making up of the bout programs. What exercises, if any, may be omitted from the day's work? *None of them!* Each has its definite part to do in creating poise and balance for the well-managed body. As to omitting, the only question that may properly arise is as to which exercises may be left out of the morning bout for the reason that they are more valuable in the evening bout. On that head the writer deems it better to offer no suggestion beyond the one already given, that the most stimulating exercises, when discovered to be such, be mostly reserved for the morning bout, the least exacting only of the stimulating movements being allowed a place on the evening program.

In the case of a reader here and there it

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may happen that some local lameness will persist for several days after beginning the work. Should the reader make his lameness known to his friends he is likely to receive a host of suggestions as to liniments and the like. In the writer's experience witch-hazel, unmixed with any other substance, is most useful. A small quantity should be applied with the hand and rubbed in until dry. The friction should be more than moderate. Probably the friction will bring about the greater half of the good accomplished. Alcohol is often recommended for rubbing over lame parts. Clear alcohol is harmful to the skin, and should never be used unless diluted with an equal volume of water. Even in its weaker form it is better simply as a cleansing accompaniment of the bath than for relieving local lameness of the muscles.

The reader who takes up these exercises, and then finds, or imagines he finds, that he can do them only three or four mornings in the week, will be nearly as well off if he give them up altogether. The old physical sloth-

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fulness will return in nearly undiminished force on the days in which the movements are omitted. The truism that practice brings perfection is truer in nothing else than in the case of physical work. *Constant* practice is what is meant by the word. The reader who doubts this may some day have a practical demonstration through illness. An indisposition that prevents him from exercising for three or four days, with an added delay of equal length before he feels that his strength has been restored, will soon show him, on resuming, how much he has lost through the unavoidable omission of the drills for several days.

He who embarks in any new enterprise, at first perhaps a bit dubiously, is soon reassured when his experience shows that he has acted wisely. When the new enterprise continues, and turns out to be increasingly better than he had expected, his belief and enthusiasm mount rapidly. This will be the case of the reader who invests a small portion of his time in the enterprise of acquiring better

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bodily carriage and control. His enthusiasm will grow with the realization of increasing profits. Here and there will be a student who may be tempted to seek physical riches by investing more and more of his time. In the matter of physical profit-making, as in all other activities, it is well ever to keep in mind that common little word, "moderation."

CHAPTER IX

KEEPING FIT THROUGH THE DAY

“IT is one thing to leave home in the morning feeling fine and fit. But it is quite another thing to feel fine and fit at the end of an unusually hard day.”

This complaint is often made, and with justice, by men of average amount of endurance. Perhaps the day has called for an unusual amount of walking, or an excessive amount of standing. Mental work alone does not bring excessive fatigue to the healthy body. When one who has been sitting nearly all day is physically tired, then the fault, for fault it is, must be charged to bad bodily habits. Hard manual labour, of course, makes the worker tired, and for this there is no remedy save rest. Yet the man who has been walking for hours, or,

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worse still, has been standing on his feet for hours, moving but little, may, if he will go about it in the right way, feel and look enviably fresh when evening comes.

In the first place it is to be remarked that not enough men take real care of their feet. They think they do, but proof to the contrary may be found just inside their shoes. If one would give fully as much heed to his feet as he does to face and hands, the total of human misery would be greatly reduced.

Corns, bunions, and callouses are frequent disturbers of individual peace. In the Army, inspection of feet is a frequently recurring practice. In civil life each must attend to his own inspection. Foot comfort is primarily served, of course, by wearing properly fitting shoes. On this head a good many pages might be written. It is not enough that the shoe be of the right size. It should also be of the right, natural shape. When it isn't, real foot comfort is simply out of the question. This should be the point first studied. Be sure that the shoe

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is built on a last of natural shape. If in doubt, obtain expert guidance in the matter.

There is an all too prevalent opinion among men who really give thought to the housing of their feet that it is well to have a shoe a size or a size and a half too large. That is an error. The too-large shoe is merely less hurtful than the too-small shoe. The foot must be fitted with its proper size of shoe; there should be neither tightness nor any excess of roominess. Shoes that were too large have helped to cripple or at least weaken the feet of myriads. As to the other extreme of too-tight shoes no word should be needed.

Assuming, though, that the reader has a shoe of perfect and natural fit, even then he may find his footgear painful at times. It may be that the strain put on his feet has caused them to swell almost imperceptibly, or it may be that the shoes were recently soaked through in a storm, and are now too tight, and will be until wear has stretched them once more to the proper amount of

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accommodation. At such a time the shoe may be made to feel much more comfortable by the employment of shoe powder. There are several of these on the market, and they are good, but they are too high-priced. The basis of all of these powders that the writer has seen is plain talcum, also known as powdered French chalk. The plain talcum will serve every purpose of foot comfort as well as the trade-marked preparations. The man who has much foot discomfort, in spite of his wearing the best fitting shoes obtainable, will do well to keep this talcum on hand. A little of it sprinkled in the bottom of either shoe will make life look brighter.

Corns and bunions should generally be treated, and often, by the expert chiropodist. Callouses, usually appearing on the soles of the feet, may just as well be scraped by the unfortunate owner. This should be done very frequently, for neglected callouses are sometimes as painful as corns. They may readily be scraped after leaving the warm

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bath, or the feet may be soaked in hot water by way of special preparation for the scraping.

With every provision made, there may still be discomfort in the pedal extremities. It should not be caused by too much walking, for any man in normal health should be capable of walking for a few hours through the day. The explanation is generally found in the fact that the sufferer has done an unusual amount of standing, with but little motion. Standing is several times more fatiguing than walking. As proof of this may be cited again, as was done in Chapter II., the cases of mail carriers who go over their routes daily during thirty or more years. Yet hotel men state that the life of an average waiter does not exceed more than four years in that employment. After that he must find other work. That there are men who have been waiters for a score of years is true, but these instances are rare, and in every case it will be discovered that the waiter had found a way of favouring

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himself, withdrawing from view frequently and sitting.

There is no remedy to be offered to the man who actually stands for hours daily. The nearest approach to such a remedy is for him to find more frequent opportunity to seat himself. Sitting down for a few minutes at a time will bring great relief, before the day is over, to the man who has used himself up by excessive standing.

Men who have been in the habit of standing much usually complain of pain in the back. There is a direct connection, for the back muscles are unavoidably weakened through shifting the weight from one foot to the other instead of keeping the body's weight where it belongs—squarely on both feet at the same time. The strengthening of the back muscles through the employment of the setting-up drills will relieve this trouble to some extent, but it is also true that incorrect standing will hinder the proper development of the back muscles.

“I have to stand a good deal during the

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earlier part of the day," complained one man. "It is often three o'clock by the time I am able to seat myself in earnest at my desk. Then pain and stiffness creep over me. If I have to rise by four o'clock I dread to do it, and postpone the act of rising as long as possible. When it comes time to start home I am usually suffering, and I'm not really rested when I leave home in the morning."

This man needs the setting-up drills; he needs also to ponder carefully over all the points that have been suggested about the care of the feet. Above all, he needs to minimize the amount of standing as much as possible. There is relief in sight for him and he will be able to quit his place of business toward night feeling nearly as vimful and energized as when he started out in the morning. More than that, he will feel really alive each morning.

"My chief remains at his desk nearly all day," explained the young assistant to a chemical engineer, "and I have to do the

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running through the plant. I'll wager that I must walk nearly ten miles every day; some days the total distance may reach fifteen miles. It isn't like walking outdoors in the fresh air, and I'm usually so done up that I don't stir much after the evening meal."

This is a clear case calling for setting-up work and the care of the feet. Palpably, too, the estimate of the distance walked daily through the plant was unconsciously exaggerated. If the young man actually walked the distances that he believed he did, then he would not have time left in which to attend to many matters on his rounds and still put in time at his desk tasks. The probability is that this young man walked much less than he believed he did, but that he stood too much.

Reference has already been made to the need that the average man has of making his back muscles stronger and more supple, and also to the danger of undoing some of the building-up work in the back when one

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lounges in more or less strained attitudes in a chair. Just as the muscles may be built up by the right training they may be broken down by bad habits. Nor are weak or weakening backs confined entirely to those who have never paid much heed to exercise. Many a formerly successful football player, for instance, has, in after years, developed a weak back and has found consequent strain appearing after he has been a few hours at his work.

The habit of lounging in attitudes that are really uncomfortable is much more prevalent than one would be inclined to believe until he has made a good many observations of those about him. It is not uncommon even among athletes. Note waiting baseball players on the bench. Study their attitudes, and then try some of these out to see if they do not really invite fatigue when persisted in. The same thing will be noted among football players lounging in dressing quarters before going out to "warm up" or play. In the athlete the lounging is

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not as disastrous, for there is much in his training and work in the field that counteracts the bad effects. In a business man without exercise, or with only a light amount daily, uncomfortable lounging is much worse and teaches the muscles bad habits that speedily invite weakness—*i.e.*, the inability to endure well physically through the whole of a business day.

Too often men who have thorough faith in the value of frequent deep breathing will be found practising it indoors, where they do not know and have no reason to believe that the air is pure. It is assuredly wise, when practicable, to take deep breaths two or three times an hour throughout the day. Done in impure air, however, the practice is harmful. All deep inbreathing of air should be done in the purest air that may be had, and this is either found outdoors or brought in from outside. So when one is indoors and would breathe deeply, he should first raise a window and stand close to it. In a business office this raising of windows on a

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cold or windy day is very likely to be resented by others. It is often possible, though, to step into a corridor and raise a window without annoying anyone.

When one has occasion to be out in the open it is always possible to take deep breaths in abundance, but even here some caution has to be observed. When the wind is blowing dust down the street deep breathing cannot well be practised. Even when one is breathing deeply, and an automobile whizzes by, leaving a cloud of dust by way of wake, one should close his mouth and take only as much breath as required through the nostrils until the dust cloud has subsided. Deep breathing, once the real art is mastered, and carried out under proper conditions, is a very capable banisher of muscular fatigue.

Fatigue, especially when it reaches the point of dull aching, is a very disagreeable thing to have to endure. Its worst feature, perhaps, is that it affects one's carriage and bearing, and makes him less impressive and convincing among his fellows. Hence every

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little means of avoiding or overcoming undue fatigue should be studied and employed. The normal man, going through a normal day, should feel little sense of fatigue even when he begins to disrobe for the night. Such unhappy persons as insomniacs have often been advised to induce almost severe fatigue just before retiring. In the author's belief it is pernicious counsel. He has heard many complaints from insomniacs that, when fatigued to the aching point, they usually lie awake for hours. Physiologists have demonstrated that definite substances known as fatigue toxins may be generated in the body. It is not possible to believe that the presence of toxins of any sort in the body may be made beneficial.

Sleep is a process brought about by increasing anemia of the brain. As blood is carried to the brain by intense thought the best way to induce slumber is to cultivate the habit of thinking of nothing except the most trivial things when closing the eyes as an invitation to the night's rest. Thinking

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of subjects that in themselves breathe of indolence will affect the anemia of the brain favourably. Even if it could be proved that fatigue toxins, coursing through the brain in the circulating blood, induced early sleep, it certainly could not be argued sanely that sleep induced by the effect of toxins on the brain is a wise sleep to bring about.

It will be recalled that, earlier in this volume, the student was advised to time his evening bout of exercise so that it would end some minutes before preparations for bed are begun. In cases of real insomnia it may be found, in some cases, still better to omit the evening bout altogether.

Recently, on an unusually cold night, a young man failed to open a window in his sleeping room. The next day he mentioned this to the writer, adding:

“I slept better than usual last night. Once in a while I think it may do one good to sleep in a closed room.”

“How did you feel this morning?” he was asked.

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“Oh, I don’t know,” he replied, uncertainly. “I feel a bit ‘heavy,’ I’ll admit, so I guess I must have slept too long.”

Sleeping in a closed room forces one to breathe impure air through the night. Impure air, as any school child knows, is poisonous. The best explanation that can be offered, if the sleep were really deep and sound, is that the young man drugged himself into continued unconsciousness by repeated inhalation of poisonous air. Such “drugging” can hardly be defended on any rational grounds, and the most that can be said of the young man in question is that his usual physical performance, as contrasted with his powerful-looking figure, is not such as to invite confidence in his methods.

Just as one will be more refreshed when awakening on a winter’s morning after a night’s sleep in a room with an open window, so will the wise sleeper go through the entire day with less mental and physical sloth. A sufficient abundance of fresh, pure air for the lungs in every hour of the day and night

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is one of the best foundations on which to build the no-fatigue business day. In street cars, and unfortunately in most places of business, one cannot usually have sufficient ventilation during business hours. The best substitute is to secure fresh, outdoor breathing air as often as possible in the daytime and all through the night of rest.

One man who confesses to a sense of luxury in the matter of heat in winter, yet also professes conviction as to the need of an open window in the sleeping room, has combined his desires in a way that is not open to every human being. In his sleeping apartment he has the steam turned off and a window open. Adjoining the sleeping room are a sitting room and bathroom. These he keeps well heated through the night. When he is ready to rise in the morning he slips out of bed and makes a dash into the sitting room, where he is at once as warm as he wishes to be, and toilet and dressing are carried on leisurely. When this man decides to take up the exercises advocated in this volume

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he will undoubtedly slip into the sitting room to don his exercise "togs" and then go back to the cold bedroom for his drill, afterwards returning and bathing in warm quarters and dressing as leisurely as may be preferred. Though hardy souls will hardly care for so much luxury in the morning, not very much can be said against such a plan.

In older days a famous circus clown made a part of his "act," through several seasons, by calling out when the ring had to be cleared of carpets, mats, stands, and other accessories:

"Now, hurry, boys, and I'll help you clear the ring."

Then he dashed from one set of workers to another, in a frenzy of bustle, yet always arriving too late to be of any help in removing the things that were being taken out of the ring. The "properties" were all removed expeditiously by the ringmaster's assistants, but the clown, dashing hither and thither at top speed, had not laid hand to a single

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movable thing. That clown thereby gave a few valuable "pointers" to observing spectators. There are men who bustle about as though they were trying to imitate a car with a twelve-cylinder engine. They race from one task to another, burning up a good deal of unnecessary energy, yet accomplishing no more than their quieter associates. Such a man will show a marked diminution of speed before noon, and by afternoon will be doing little. Nothing that has been written in these pages will be of much help to the man who invariably bustles. The race for success will not be won by him.

Of the two the persistent bustler will be less efficient than the average lounge. The fault with the latter is that he is training his muscles to bad habits; the bustler is burning up more energy than his human machine is geared for. The lounge, if he feel real need of rest, will secure it properly if he can slip away and lie down flat for five minutes or so, relaxing all parts of the body. When one is afflicted, during the day, with real fatigue,

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two or three five-minute rests of this kind will prove a real help in maintaining one's energy at the best throughout the busy day. One man of the writer's acquaintance invariably lies on his back and relaxes for ten minutes before dressing for dinner. He does not look like a weakly man, either, but he has a reputation for conserving all that he possesses, even his own bodily endurance.

Some men, the strongest, know that mental fatigue in any ordinary degree does not begin to impair the bodily energies, and that some form of brisk physical employment will clear away the gathering cobwebs in the brain. Men of less endurance will often complain that when their heads are tired their bodies are also. Those of the latter class will soon discover that two or three five-minute rests, flat and relaxed, while thinking only of trivial things, will bring restoration to both brain and body. To those in need of following this method ten or fifteen minutes so spent in every business day will prove a profitable invest-

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ment when the total of accomplishment under this method is considered.

Men who feel that, for some removable reason, they are failing to get the best out of their days will in most cases be able to find the reason between the covers of this volume. This statement is made on the assumption that such readers are not ill, and not deficient in will power. The man who is ill needs his physician, even though he be moderately ill. He who is lacking in strength of will needs nothing so much as searching and caustic communion with himself. It needs a fair exercise of the will, in fact, for a man to forego some things and to devote two brief periods in every day to systematic training. The necessary amount of will employed, however, the student will soon discover reward in the increasingly palpable fact that systematized bodily drill is actually increasing his total of will force. As such will power increases it will be a mistake to employ that profit in the will to the point of increasing the length and vigour of the

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exercise period unreasonably. Even in such a beneficial thing as systematized exercise it is easily possible to go too far. One of the best proofs of the possession of a serviceable will is to do everything in moderation.

CHAPTER X

THE FINAL FACTORS OF BODILY FITNESS

ERE going through many pages of this volume the reader has comprehended the fact that the mere performance of the exercises daily does not, of itself, give all that the business man desires in the way of good bodily carriage and correct, impressive bearing. The physical drills train the muscles to do their work well. In other words, when the brain does its work well the muscular system will respond like the disciplined soldier.

One may have perfectly trained muscles and yet, through inattention, appear at a disadvantage. A well-organized muscular system does not prohibit the owner from slumping; it enables him to carry himself in correct pose and attitude without fatigue.

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The man who is slovenly in physical matters, on the other hand, will suffer both bodily and mentally, at first, in trying always to stand and comport himself correctly. It is undeniable, however, that daily work at setting-up drills quickly invites a better mental attitude toward right control of appearance and carriage.

The man who allows his shoulders to fall forward, who lounges in his seat, who stands shifting from one foot to the other, alternately throwing the weight from one leg to the other, presents an unpleasant sight. Contrasting faults are to stand with an exaggerated effect of erectness, so that the body is thrown backward past the true centre of gravity, to sit bolt upright in a chair unceasingly, or to stand rigidly on both feet, never shifting the standing position in the least. Correct carriage, combined with ease and just sufficient flexibility, gives the desired effect of naturalness without slovenliness. The reader may not justly be accused of vanity if he pose before a pier

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mirror, practising easy bearings and noting which really gives him the most impressive appearance. Not much attention, however, need be given to this posing until a few weeks of twice-daily exercises have put his muscles in condition to do their part.

When the right bodily carriage has been worked for and obtained it is no hardship for one to keep it always. In fact, good bodily control puts the possessor more at ease, exposes him less to fatigue, and saves the beholder from annoyance or irritation. The point cannot be brought out too strongly that one of the great essentials of good bodily carriage is that one's bearing and attitudes should not weary the beholder nor impress him with the futility of the man before him. Nor does the entire value come through being able to make an excellent impression on an outsider whom the reader has to meet in a business way. Sound bearing and fine appearance have an equal effect on one's employer or senior partner. Even the head of a great business will find it important to

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be able to make a good physical appearance before his subordinates, for it impresses the underlings with a sense of being led by a man able in all respects.

Nothing in the drills set forth in these pages will correct one fault of bearing and movement that is far more common than it should be. That fault consists in walking too briskly—sharply—and in making abrupt movements that amount to jerkiness. Some men habitually use such movements as though they believe that thereby they attract added attention. Undoubtedly they do, but the attention so secured is not of the most favourable kind. The opposite fault is to move so slowly and dawdlingly that the beholder wonders how long it is going to take for his caller to go into real action.

A fault destructive of good appearance in carriage and bearing is the mistake of brusque speech. This speech is not always, nor even usually, ill-natured, but in the first place it always gives the hearer an impression

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of at least undue haste. Further, brusque speech does not impress with a sense of the exhibitor's good breeding, and of the value of this latter asset in intercourse there can be no dissenting opinion. An even, well bred tone, with no appearance of frown, is ideal even in the infrequent moments when censure is being passed. In former years the writer has seen this well exemplified several times in the Army when, perhaps, it was a colonel who called up some junior officer and told the young man of faults that were ruining his career in the Service. At such times the colonel would keep his face placid while talking, did not raise his voice, confined himself always to the language of courtesy, and yet the junior officer knew quite well that he was receiving severe censure and that he stood at a crisis in his military career. On his part the junior, though he fully understood the severe excoriation that was passing to him, listened respectfully, without any sign of resentment. The conversation ended, the veteran and the junior

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parted without sign of anger on either side and usually with mutual self-respect. A bearing so thoroughbred would be invaluable to both parties to any conversation in which reproof is being administered.

As the antithesis of brusqueness many a man permits himself—sometimes encourages himself—to exhibit an air of indifference amounting to a positive display of boredom. Any appearance of indifference, except in the face of verbal insult from an unworthy insulter, is prejudicial to good appearance. The exhibition of at least the semblance of cordial interest in the most trifling details was a marked characteristic of one of the most famous and successful railroad heads in New York City.

While it is not an infallible rule it will be noted that in most instances men who are indifferent or bored listeners are about equally negligent of their bearing and carriage. On the other hand, the really well bred and “human” occupant of a chair in a business office is very likely to be just as

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much interested as is his caller in presenting a clean-cut and attractive personality. It is to this type, more than to any other, that a method of training the muscles to do their manifest duty through a business day will appeal.

While, on rare occasions, one may neglect his sleep without serious damage to his bearing, it is none the less true that a night's good rest must precede the effective business day. No man who is going through an ordeal of insufficient slumber night after night may hope to look anything like his best. A yawn is an especially bad thing to introduce into a business conversation. When the body is really tired every flexible part of it tends to "slump" and one's physical personality, at least, is inevitably degraded below the efficient mark. Some clever men, when their minds are not at their best, are able to conceal the fact. No amount of preening and careful physical self-control will hide the weariness of the body from a really keen observer. And the average

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successful business man is a keen observer; he owes to that fact much of his success.

When it comes to the question of how much sleep is needed each night there will be great divergence of honest opinion. One of our famous scientists preferred a night of four hours' sleep. Thanks to his tremendous store of reserve force he is believed to have gotten along for some years with such an allowance of slumber. In the end, however, according to press reports, he was obliged to seek medical aid and the first order he received was to indulge himself in a much longer period of rest at night.

Few will attempt to argue that four hours' sleep in a night should suffice as a regular thing. The present writer is acquainted with several men, however, who habitually take not more than six hours of rest per night, and these men honestly believe that most people who take more "steep their brains in stupidity," as one objector to a long period of slumber phrased it. Undoubtedly a few men, here and there, are

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able to get all the rest they really need in six hours, but there are few men who can really endure such short rest in each twenty-four hours, and beyond a doubt many of the men who attempt it pay for it both in mental and bodily efficiency. In other words, by trying to make the waking day too long they really shorten their lives and impair their chances while alive.

“But I feel keener than I did when I regularly took two or three hours’ more sleep,” some of these six-hour sleepers insist. Alcohol and some other drugs will often make men feel keener for the time being; it is the deadly reaction that counts against alcohol and drug users. In the majority of cases of six-hour rests the reaction, while more delayed, is about equally sure to come in the end.

For men who really cannot sleep longer, seven hours may be written down as a safer allowance of sleep per day. Yet the man who adheres to such a schedule should take careful and frequent note of his feelings and

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condition in order to make sure that he is not deceiving himself. Certainly it is wiser and safer to err on the side of a bit too much sleep rather than to impose on one's self a daily allowance of sleep that is insufficient.

To the claim that too little sleep makes one mentally keener the writer, after considerable experience in that line, must offer an emphatic dissent. Once he "got along" on a total of sixteen hours' sleep in seven days, most of the remainder of the time being spent in active physical exertion. It was in the Philippines, when the writer was attached to General MacArthur's Division as a correspondent. At the beginning of the week the General outlined his plan of campaign for the next seven days, mentioning the time when he expected to reach and occupy several named points ahead. It looked like a combination of chess and timetable as the General sketched his plan in a map drawn with a stick in the sand.

"Come along with me and see if I can do it," was the General's smiling invitation.

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It looked so much like a challenge that the writer accepted. There followed seven days and nights of restless, ever-onward movement. The troops themselves had fair amounts of sleep, but the correspondent, at night, was frequently in saddle moving to some more distant point on the line that he needed to reach before daylight. Sixteen hours was the record of sleep for those seven days and nights. During that time the writer will admit that, for the first three or four days, he judged his mental capacity to be about as usual, perhaps a trifle keener, but this latter fact may be accounted for by considering the unusual excitement and interest of the time. During the last two days and nights, certainly, the correspondent did not feel anything like keen mentally.

At last, the week ended, and the game of war chess ended exactly as General MacArthur had predicted that it would be, the writer found a cot, tumbled on to it, arranged his blankets, and dropped into a sleep that knew no moments of waking until fourteen

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hours had passed. The next day, after the long sleep that had followed the long deprivation, the writer certainly did not find himself up to anything like his usual pitch of mental or bodily condition. And all through that day there was nothing but lassitude and discontent with things in general. That was an extreme instance of getting along on short amounts of sleep. There have been periods in other years in which the writer has been obliged—or thought he was—to make an average of six hours' sleep suffice in each twenty-four hours for two or three weeks at a time. He knows quite well that in such periods he was not at his best, and that real physical exertion became distasteful. On the other hand, he has often made an allowance of seven hours per day suffice in the way of rest, when it seemed necessary, though he always went back to eight hours of rest when the pressure of work was relaxed.

Eight hours would seem to be the normal amount of sleep for nearly every man. Apart from any individual opinions, eight hours

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may be said to be the average arrived at by the general experience of mankind. Whoever takes less than eight hours of sleep in the twenty-four may expect to "pay," and it will be a sight draft that will be presented, some day, without warning. The writer can look back on several well-known men of short-sleep tendencies who, as the reporters phrased it, "died suddenly yesterday." And most of these men, up to the end, contended that short sleep served them better and that they felt in thoroughly good health.

With some men "eight hours" becomes an expression in which the "eight" has only an incidental value. Such a young man, who has no necessity for regular occupation, is known to the writer.

"I always take eight hours' sleep," said this young man. He retired at midnight, reappearing at eleven in the morning.

"I thought it was to be eight hours," the writer remarked.

"That's right," gaped the young man. "That's what I had,"

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"But you turned in at midnight, and out again at eleven in the forenoon."

"Yes, but I didn't fall asleep until about three o'clock this morning," came the prompt answer.

Actually, then, he had eight hours' sleep, though he enjoyed eleven hours of rest. He confessed that, usually, he lay awake a long time after retiring. Even though he did not fall asleep until three in the morning, he would have done much better had he risen at eight. That course, persisted in for a few days, would have brought him to a normal eight-hour rest, nearly every minute of which would have been spent in sound slumber.

Except among idlers the nine-hour men are not numerous. Undoubtedly there are some men who require that much in the way of sleep. If experience teaches them that they really need nine hours in bed every night then they do well to indulge themselves, but they must look upon themselves as being exceptional cases.

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In the larger cities men are found by thousands who, on the sleep question, form a class by themselves. Unless men of this class can make a wholesome change in their present habits no system of bodily training can help them to continue long to appear like men who are seriously in the race for success. This class can best be described by one of them.

“Sleep?” he repeated, nervously. “If I could get my sleep in the daytime I guess I would be all right. You see, I have to be up at about six in the morning, for I am obliged to be at my office at eight. No, I do not feel right when I get up, and sometimes I find myself dozing in the street car on my way to the office. After a while I get fairly started in my day’s work, and I do not usually feel as badly after that. My work keeps me downtown until five, and I am home at a little before six. Dinner over, I am ready to go out by half-past seven or eight in the evening. Home by ten? What chance would that leave me for any amuse-

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ment? Real city life, with a bit of pleasure thrown in, means late hours; you ought to know that. At what time am I abed? Once in a while I am out as late as two in the morning. Very often I am in bed by midnight, but sometimes, perhaps once or twice a week, if I am in before two in the morning it may be by one o'clock.

"Short sleep? Perhaps that is true, but what is a man to do who isn't content to drive like a slave all day and then have no amusement at night? I would as soon be out of the world altogether as to read the newspaper at home for an hour or so and then go to bed!

"I have told you how I feel in the daytime; half-dead when I first rise and when I begin at the office, then a bit brighter through the day until late in the afternoon, when I begin to feel as if I could not do another thing. Yet when evening comes it is usually as if I had just waked up. I have a pretty good time when I am out at social affairs. The theatre doesn't suit me as well, for some-

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thing—the close, hot air, perhaps—generally makes me drowsy.

“On Sundays I have little to do. As a rule I sleep until noon on that day. After breakfast I read Sunday newspapers. Late in the afternoon I often take a nap. Sunday nights I practise your early-to-bed scheme, and there is where I find that early retiring isn't suited to all men, for Sunday nights I do not usually sleep well! I believe that, if I could get into bed every night, Sundays included, just before midnight, I'd feel better than under any other system. But one can't always manage that if he is fond of pleasure. No; it cannot always be done. Moving toward physical wreck? I? That is clear nonsense. I look well enough, don't I?”

The young man who spoke was twenty-eight years old; he looked at least ten years older. His attire was neat and he kept himself rather well groomed, yet there was about him an indefinable air of approaching decay. He was burning the candle at both

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ends, and with forced draught at that. He had not received promotion during the last three years, and there was that in his general appearance which was likely to induce a prudent chief to advise him ere long to seek other fields. He was not dissipated in the alcoholic sense, but was a slave to pleasure. If he did not promptly mend his physical ways he was scheduled for the down grade before he reached thirty. In any case, without change of habits, early physical collapse was inevitable. The sad feature about his case was that he did not realize his physical straits, nor was he likely to attain to that knowledge until too late.

Every reader who seeks success will do well to make sure, first of all, that his sleep allowance is right, and that he has the whole of it. His next care must be as to fresh air and deep breathing. His third care should be that his dietetic habits are correct. Then he may turn to exercise of the sort that will keep his muscles and nerves alive and will make possible the correct bodily carriage

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that has so much to do with making his path easy to success and self-confidence.

Proper exercise is one of the finest, as well as one of the freest gifts that man may offer himself, but the best physical drills, unless all the necessary good habits that should accompany them are assured, are of little or no value.

With the assumption granted that good intelligence is present, will power then becomes the most valuable factor in success, integrity being also assumed as a part of intelligence. Will power itself is surely increased by sensible, regular exercise and its accompanying good habits! The path to success and happiness is an open roadstead.

THE END

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